The CHEMIST AND DRUGGIST

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VOL. CXXV

OCTOBER 17, 1936

Annual Subscription (with Diary) 20/-. Single Copies 9d.

UGB

UNITED GLASS BOTTLE MANUFACTURERS · LIMITED

The Largest Manufacturers of Glass Bottles in Europe

40-43 Norfolk Street, Strand, London, W.C.2

Phone · Temple Bar 6680 (10 lines) Grams : "Unglabaman, Estrand, London."

THE STANDARD MEDICAL BOTTLE FOR DISPENSING

The U.G.B. Washed and Sterilized Dispensing Bottle Service has stood the test of years and still remains the best value and most labour saving for dispensers. Every bottle, whether cork mouth or for screw cap, passes through boiling distilled water, then dried with super-heated filtered air.

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Sells
Readily
to Doctors, Nurses,
Midwives, Mothers, etc. as
Antiseptic, Body-Deodorant,
Parasiticide, Skin Soap, etc.
A
DISINFECTANT
SOAP
FOR
PHARMACISTS
ONLY
The "SAFETY FIRST" Soap
NEKO
THE ORIGINAL
Germicidal
Soap, P.D.&Co
AN EFFICIENT ANTISEPTIC SOAP
FOR GENERAL TOILET USE
PARKE, DAVIS & CO.
50 BEAK STREET, LONDON, W.1.
NEKO
THE ORIGINAL
Germicidal
Soap P.D.&Co
AN EFFICIENT ANTISEPTIC SOAP
FOR GENERAL TOILET USE
PARKE, DAVIS & CO.
LONDON
"NEKO"
THE ORIGINAL
Germicidal
Soap P.D.&Co
THE
"SAFETY FIRST"
SOAP
SEND
for
TERMS

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Eau de Cologne.	O'Desire.
O'Divine.	O'Delusive.
Lavender.	Honeysuckle.
Gardenia.	Violet.
Jasmin.	Sweet Pea.
Lilac.	Rose.

Sample Phials, Boxed Doz.	1/4 - doz.
Do. in Bakelite case do.	2/- doz.

Bottles as illustration.

¼ oz.	Packed doz. - -	4/- doz.
½ oz.	Packed half doz. -	8/- doz.
1 oz.	Packed Single box -	16/- doz.
2 oz.	do. -	28/- doz.
4 oz.	do. -	52/- doz.
8 oz.	do. -	84/- doz.
16 oz.	do. -	168/- doz.

Order to-day from your Wholesaler.

EDWARD HACK, Ltd.
73 to 78 High Holborn, London, W.C.1
Holborn 1000, 6000, 9000.

Many travellers are giving their retail friends visible evidence that their product is on the Radio Times List by showing reproductions of advertisements inserted by the Radio Times in the Trade press, containing the name of their product.

Helping retailers to decide

It has been no easy matter for a retailer to decide whether a product will sell or not. Advertising support plays such an important part in creating demand, but he has to be an advertising expert before he can judge how effective that support will be. Now the problem has been made far easier for him by the coming of the Radio Times List. If a product is on the Radio Times List it is virtually guaranteed a demand.

Being on the Radio Times List means that it has been regularly advertised in the Radio Times. That, in turn, means that the advertisements have reached 2,600,000 families—1 in 4 of all the families in Great Britain. What is more, those advertisements have an unusual chance of being seen and read. The Radio Times is turned over page by page as the programmes are referred to and it remains ready to hand to be examined and read for the seven days of every week. Hence the extraordinary pulling power of the Radio Times.

The Radio Times List for your Trade has been regularly included in advertisements inserted in your trade papers by the Radio Times, and such is the value attached to the Radio Times List by manufacturers and wholesalers that they are applying for reproductions of these advertisements for their travellers to show their retail friends.

The RADIO TIMES List for your trade

The advertisers below regularly use the Radio Times and are therefore assured of a steady demand. Radio Times readers respond to advertising.

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Icilma
Sal-Hepatica
Ponds Cold Cream
Vinolia Soap
Venos Cough Cure
Silvikrin
Yardley Lavender Water
Vionase
Gibbs Dentifrice
Silf
Harlene
Gibbs Shaving Cream
Dettol
Robinsons Patent Barley
Robinsons Lemon Barley Water
Germolene
Izal
Halex Brushes
Jeyes Fluid
Cicfa · Irvona
Erasmic Shaving Stick
Lux Toilet Soap
Californian Poppy Perfume
Crookes Halibut Liver Oil
Virol
Kleenex
Kalzana
Pear's Golden Glory Soap
Thermogene Vapour Rub
Palmolive
Jocigares
Sloans Liniment
Andrews Liver Salt
Lady Gay Perfume
Moorlands Tablets
Selo Films
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Oatine Vanishing Cream
Mothaks

RADIO TIMES

Guaranteed average net sales for 1936 — 2,600,000 per week

AN A.B.C. PAPER

Goods sell quickly when they're advertised in the Radio Times

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Collosol ZINC CREAM

Available to retailers at particularly advantageous terms which show an attractive margin of profit.

Appealing show material and the new coloured glass jars make effective displays.

Write for details.

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(British Colloids Ltd.)

PARK ROYAL, LONDON, N.W.10.

Telephone :- Willesden 6313 (3 lines) Telegrams :- Collosols, Harles, London.

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BRINGS
PROFIT & PRESTIGE

It is so safe to recommend

Quelques Fleurs

the perfume that always pleases and pleases all

HOUBIGANT Preparations are obtainable from your usual Wholesaler or direct from

PARFUMERIE HOUBIGANT
19, RUE DU FAUBOURG ST-HONORÉ, PARIS

THE PERFUMERY MARKETING C°
Princes House
190, PICCADILLY, LONDON
will be pleased to reply to any enquiry.

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PER DOZEN

In Gross lots—less 5%

JOHN THOMPSON

(Wholesale Druggists 1921) LTD.

DUKE STREET, LIVERPOOL

Phone: Royal 1434 (6 lines) Wires: "Drugs, L'pool."

paying propositions

The security and progress of a business lie nowhere else but in "paying" propositions.

This is why businesses are carried to success on the VENO Products. These four famous lines, Venos brand Lightning Cough Cure, Dr. Cassells brand Tablets, Germolene brand Aseptic Ointment and Phensic, have an unsurpassed hold on Public Faith which is the result of sound manufacturing methods and equally sound publicity.

Take advantage of the Veno Products to make *your* business secure and progressive! Write for terms and full particulars to:

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CHESTER RD., MANCHESTER, 16

"The sales do not cease to astonish us . . ."

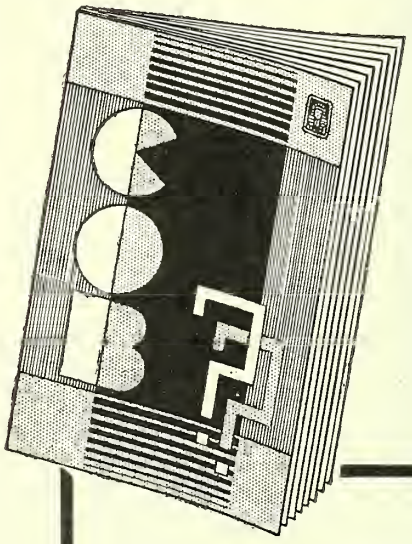
AN UNSOLICITED TESTIMONIAL

(Original can be inspected at our offices)

". . . These goods are urgently required as the season is on us, and we do not wish to interrupt the success your C.O.B. lines are having. **The sales do not cease to astonish us,** nor have we ever had any lines which so aroused the enthusiasm of our assistants."

Yours faithfully,
(Signed) R. E. M. L.

2ND EDITION



C·O·B STANDS UNCHALLENGED AS THE GREATEST FORCE TO ENSURE REPEAT BUSINESS AND TO BUILD UP GOODWILL

IT COSTS THE PHARMACIST—
NOTHING

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ARTHUR H. COX & CO. LTD.

MANUFACTURING CHEMISTS SINCE 1839

THE LABORATORIES, BRIGHTON, 7

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By WILLIAM KIRKBY, M.Sc., Ph.C.

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This book has been written by Mr. William Kirkby, an accomplished pharmacist of long experience, and is compiled for the use of men in all stages of the craft—qualified or unqualified, student or apprentice.

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It will be found essential for use in the laboratory—a good companion in the Dispensary and a reliable text-book for past, present and future students. It gives concise, accurate and complete information for professional and commercial pharmacists, authorised sellers of poisons and students of pharmacy.

THIS IS A BOOK YOU WILL NEED ***ORDER YOUR COPY NOW !***

TO THE PUBLISHER

THE CHEMIST AND DRUGGIST

28 ESSEX STREET, STRAND, LONDON, W.C.2

Please forward me a copy/copies of 'A HANDBOOK TO PHARMACY' for which I enclose remittance value.....herewith

NAME.....

ADDRESS.....

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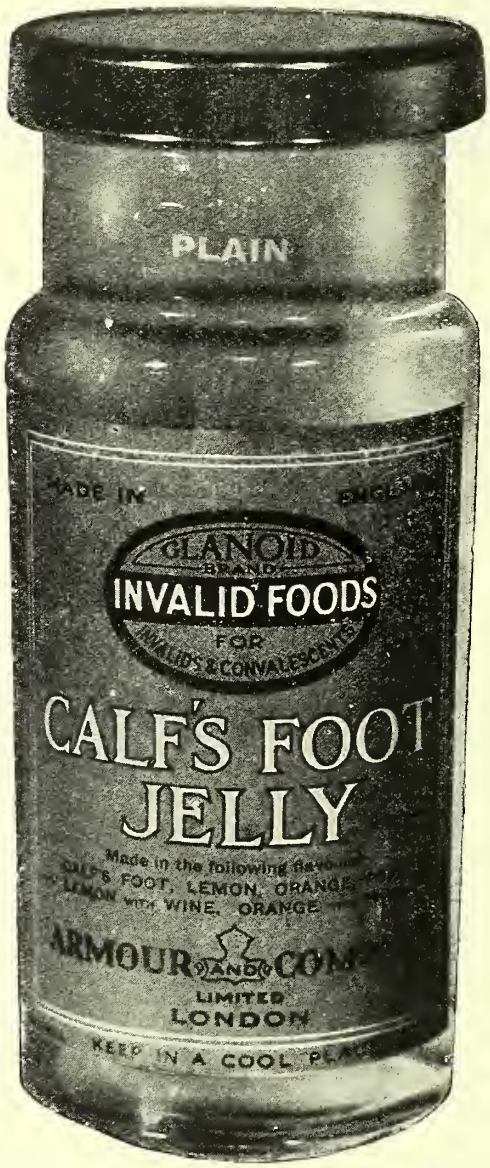
8D. PROFIT ON AN OUTLAY OF 10D. OR 80%



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Retail Price 1/6 per Jar. Chemists' Price 10/- per doz.

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- Thanks to our unique range, Christmas List, competitive values and protected prices, plus the co-operation of our customers, it will be a record Christmas for Maw Distributors in Great Britain and the Dominions Overseas in 1936.

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MAW WATERPROOF GOODS
MAW VANITY COMPACTS
MAW BEAUTIMIRRORS AND BEAUTIJARS
MAW DISPLAY GOODS, ETC., ETC.

BREAKING ALL RECORDS

★THERE ARE LESS THAN 80 DAYS TO CHRISTMAS

FOR YOUR CUSTOMERS' COMFORT . . . .

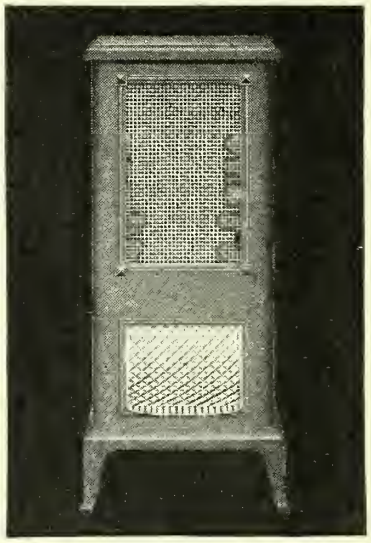
WRIGHT'S GAS RADIATORS

KEEP your premises pleasantly warm. An atmosphere of comfort puts your customer in the right frame of mind for buying and helps your staff to attend to business in a cheerful contented manner.

One of the outstanding features of Wright's Gas Radiators over all other methods of shop heating is that these radiators need no attention from the moment they are lighted. Each radiator functions as an independent unit, is easily installed and can be brought into or put out of commission in a few seconds.

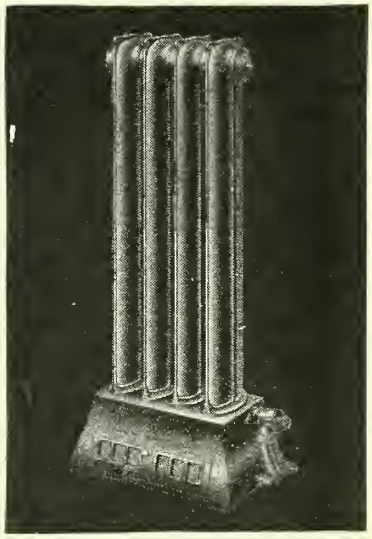
Progressive pharmacies all over the country have installed Wright's Gas Radiators.

Illustrated lists of Wright's Gas Radiators will be sent on request to "C.D." Dept.



The "CONSOLE"

The attractive lines of the "Console" together with the wide choice of colour finishes, make it the most suitable radiator for business premises. It is made in six sizes, giving a choice of three heights and two widths.



The "ST. VINCENT"

is one of the most popular of Wright's "Loop" type radiators. These are fitted with the 'Regulo' automatic control, maintaining an even temperature and ensuring that only a minimum of gas is used. Obtainable in various designs.

JOHN WRIGHT & CO., LTD., ESSEX WORKS, ASTON, BIRMINGHAM, 6

Radiation

After all,
the dry bulk of
Bismuth Carbonate
is of small moment compared
with the practical advantages of

Suspensibility

Evans' Super-Suspensible Bismuth Carbonate
enables the pharmacist to achieve not only
the perfection of dispensing elegance but
also a full clinical efficiency in action

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EVANS' FINE CHEMICAL WORKS
RUNCORN, CHESHIRE

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LIVERPOOL and LONDON

G.B.S.

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"THE WORLD'S BEST"

are obtainable from the sole concessionaires :—

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File this for reference. Discriminating people will ask you for them.

Foreign

FURTEX
SUPER FUR
HANKY-PUFFS
Retail
1/- 1/6 1/11 2/6 2/11
Cost
8/- 12/- 15/- 20/- 23/-

PLEASE THE FAIR SEX THIS CHRISTMAS

FURTEX and SWANTEX Hanky-Puffs packed in the most unique and attractive display boxes ever devised, offer both you and your customers **the most outstanding value in powder puffs.** Write for our illustrated leaflet giving details of **Free Puff Stand Offer.**

ORDER FROM YOUR USUAL WHOLESALER OR SOLE MANUFACTURERS

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SWANTEX
SUPER DOWN
HANKY-PUFFS
Retail
1/- 1/6 1/11 2/6 2/11
Cost
8/- 12/- 15/- 20/- 23/-

Ah.. Veloshave!

THE LUXURY BRUSHLESS SHAVING CREAM 6d. ● 1/-

RENÉCOS LTD., 9 QUEEN VICTORIA ST., LONDON, E.C.4

WORLD'S HEADQUARTERS FOR
SPONGES
INTERNATIONAL SPONGE IMPORTERS, LIMITED
CRESSWELL BROS. BRANCH,
18 and 19 Red Lion Square, LONDON, W.
CHEAPEST HOUSE for Sponges & Chamois Leathers
WRITE FOR ILLUSTRATED PRICE LIST.

A toothpaste and a Tonic

6D. & 1/-

"IODENT" Toothpaste contains *Iodine*... the tonic-element needed by everyone, *particularly children*, for healthful well-being. Its Iodine-content is absorbed into the system, through the tissues of mouth and gums, to the benefit of the general health.

Made by
H. Sardou & Co.
Progress Works
City Road,
Manchester

IODENT
THE IODINE
TOOTHPASTE

(20)

STOCK
HARDHEAD
SUPER
RAZOR BLADES

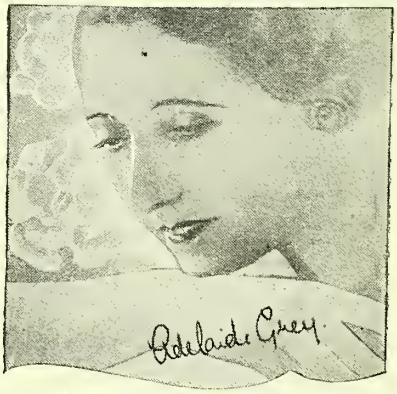
NONE BETTER

Ryders Ltd., Rydene Works, Duke's Road, W.3

£10,000 on LALEEK ADVERTISING

by Adelaide Grey — BEAUTY SPECIALIST — BOND STREET

The demand for my Laleek Preparations grows every week—created by this national advertising campaign—write for details, display stands, and show material. My representative will call on you any time you wish.



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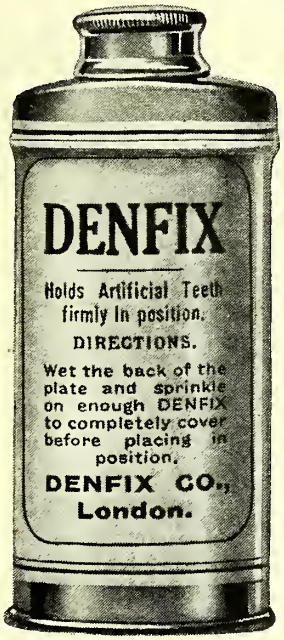

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THE FINEST DENTURE FIXATIVE YET MARKETED

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MADE BY

ROBERT BLACKIE,

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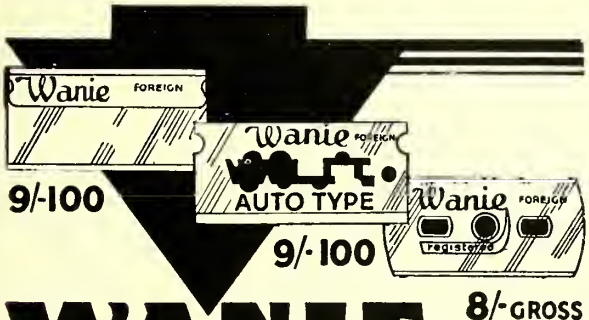
AND — SPUN OINTMENTS — OF COURSE



WANIE

The Blade for Every Razor!

Send for Samples to Dept. C.D.

LONDON & PROVINCIAL FACTORS, LTD.

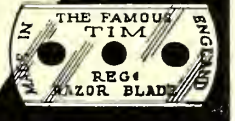
146 THEOBALDS ROAD, W.C.1
and at
16 WITHY GROVE, MANCHESTER

Enquiries from Irish Free State Invited.
Wholesalers are invited to apply for Trade Terms.

3/9 GROSS BRITISH BLADES

TIM

HAND HONED



DAWN

RAVEL PROOF

FACE CLOTHS

"In a class by themselves"

A face cloth worth selling. Each wrapped separately in transparent paper ready to hand over. "Dawn" never get "Slimy" or ravel. Beautiful range of delicate colours. Retail at 6d. and show good margin. In this attractive counter display outer containing 1 dozen assorted colours, from your usual wholesaler.

Jacquest Fabrics Ltd

105/107 Princess St., MANCHESTER

London Agent: G. H. Bolton, 28 Falcon Square, Aldersgate St., E.C.1

Designers & Makers of Quality Glassware for Perfumery.

ESTABLISHED 1828

WOOD BROS. GLASS Co LIMITED

BARNSLEY ENGLAND

1/-

2 QUICK SELLERS !

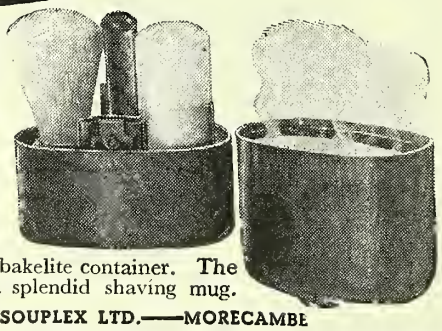
A SOUPLEX TOOTHBRUSH

in a neat container of mottled bakelite, handy for the traveller, hygienic for all.

SOUPLEX 3/6

THE SOUPLEX SENIOR SHAVING SET

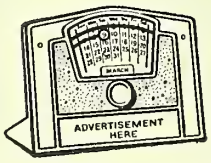
A Souplex razor, brush, soap and blades in compact bakelite container. The lid makes a splendid shaving mug.



SOUPLEX LTD.——MORECAMBE

ADVERTISING GIFTS

(With your Name in Gold)



Perpetual Date-Cancelling Calendars, Large-Figure Calendars, Desk Pads, Blotters, Ash Trays, Telephone Index.

Patentees and Makers :

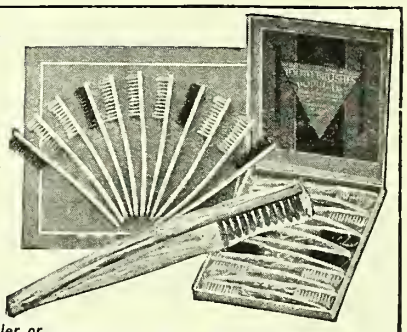
CALENDOX LIMITED

91 PETTY FRANCE, WESTMINSTER

THE "STATIC" Reg. No. 523.323 TOOTH BRUSH

WHITE BONE or COLOURED HANDLES with BLEACHED, UNBLEACHED, or BLACK BRISTLES

PER 6/6 DOZ.



From your Wholesaler or

W. R. SPEER & SON,

215 DALSTON LANE, LONDON, E.8

(EST. 100 YEARS)

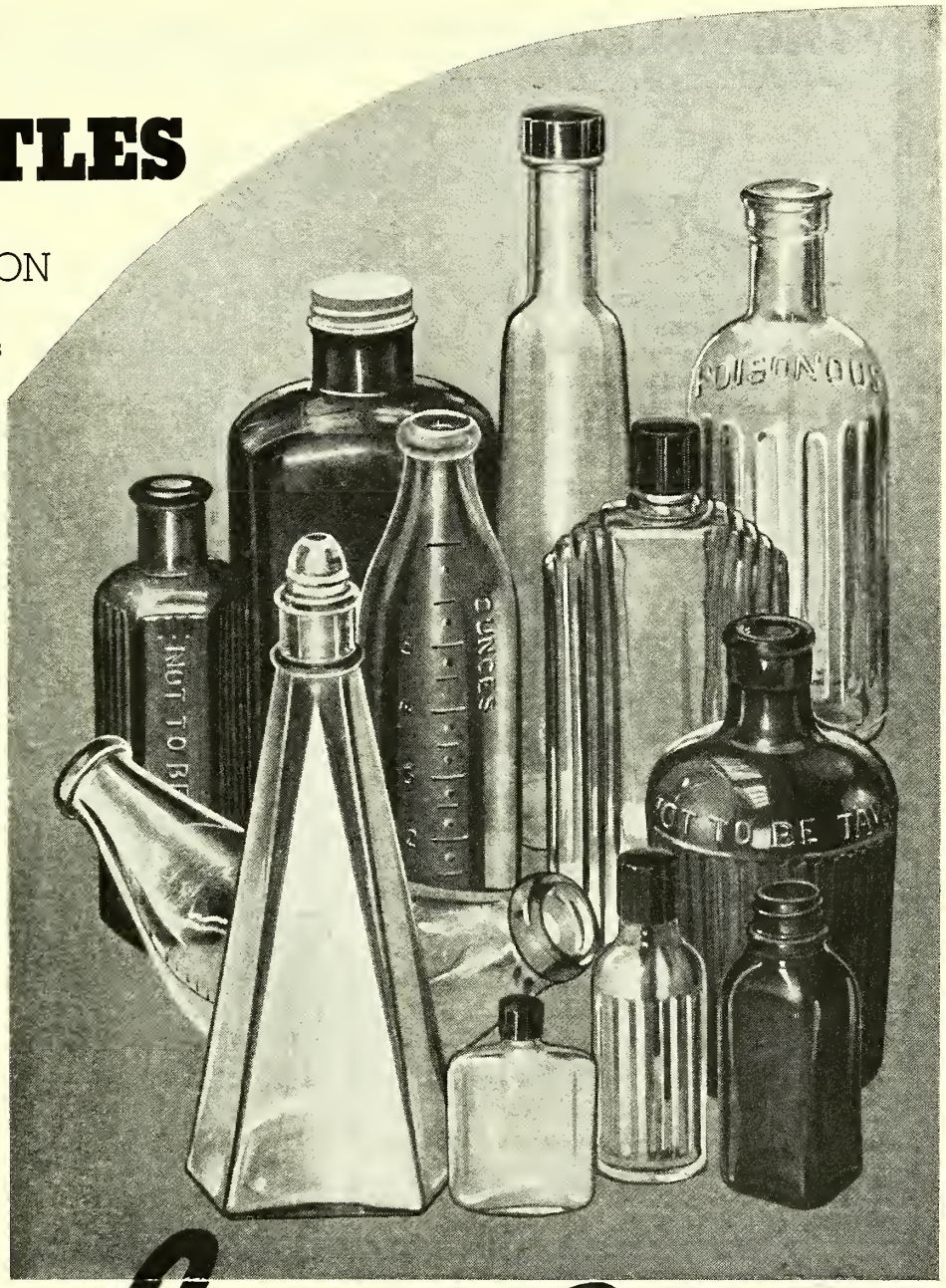
Glass BOTTLES

OF EVERY DESCRIPTION

Keen quotations
Prompt deliveries

PERFUME
DISPENSING
TOILET
FEEDING
HONEY JARS
EMBROCATION
SWEET
COUGH MIXTURE
SAUCE
POISON
JAM JARS
MILK

★ WHOLESALE & EXPORT ENQUIRIES ONLY



Lax & Shaw

LIMITED

Regd. Office—ALBERT GLASS WORKS - HUNSLET - LEEDS - 10

Three Factories—ALBERT - CLARENCE & DONISTHORPE

TELEPHONE: 21568 (2 LINES) TELEGRAMS: "FEEDERS," PHONE, LEEDS

THE VALUE OF A TRADE MARK TO YOU

These are some of the registered trade marks and brand names under which our range of seamless moulded hot water bottles are made.

Recognised wherever hot water bottles are sold, their reputation, steadily acquired since first seamless bottles were produced in England, is your guarantee of absolute satisfaction.

To secure utmost return on your sales this winter sell RELIANCE. These 100% guaranteed bottles represent the finest value obtainable to-day. The British public know them and want them.

SAMPLES AND LIST ON REQUEST FROM THE MAKERS

RELIANCE RUBBER COMPANY LTD.

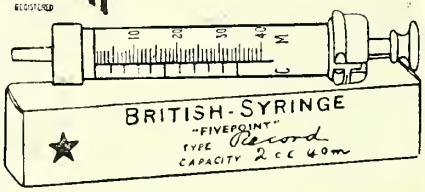
CREMORNE WORKS, LOTS ROAD, S.W. 10

TELEPHONE : FLAXMAN 6200 & 4263.

HYPO: SYRINGES & NEEDLES

FIVEPOINT REGISTERED

BARRELS FROM ANNEALED GLASS OR PYREX GLASS



ESTABLISHED 1890. *FULL PARTICULARS ON APPLICATION*

GENERAL SURGICAL COMPANY LTD.

GENSURGO HOUSE, ROSEBERY AVENUE, LONDON, E.C.1

The NEW EMERGENCY FINGER BANDAGE

The self-fixing, flexible and adhesive bandage which, when taken off, leaves the finger clean. On P.A.T.A.

1/- size cost	6d. size cost
8/- doz.	**4/- doz.**
12 bandages	5 bandages

Samples & details from the sole manufacturers:

GROUT & CO. LTD.

35 WOOD STREET, LONDON, E.C.2.

NORVELAST

Southalls SANTOWELS

The "ORIGINAL" and most popular. The "CELTEX" soluble, easily disposed of. The "K" made entirely of absorbent cotton wool, with very soft cover. The "COMPRESSED" for travelling. A very popular line.

SOUTHALLS (BIRMINGHAM) LTD.

GUARANTEED CLINICAL THERMOMETERS

● Powell's Clinical Thermometers are backed by their 25 year reputation, and are fully guaranteed by us. ● There is a range and packing to suit every requirement. ● Showcards and showcases are supplied with pleasure. ● May we send you a copy of our latest list?

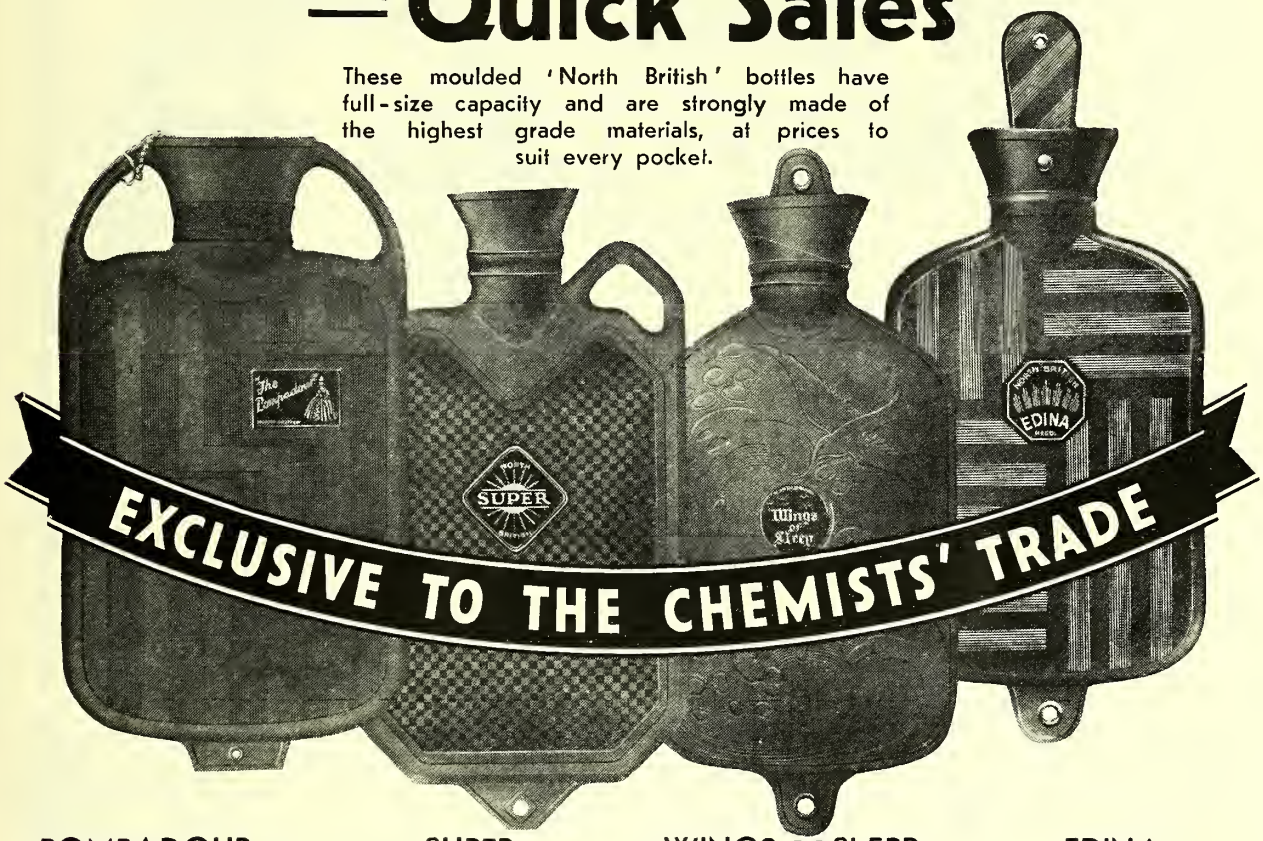
POWELL'S THERMOMETER CO.,

55 Hatton Garden - - - LONDON, E.C.1

Telephone: Holborn 1185

Right Quality + Right Price = Quick Sales

These moulded 'North British' bottles have full-size capacity and are strongly made of the highest grade materials, at prices to suit every pocket.



POMPADOUR

A new de luxe bottle, obtainable in Blue, Green, Red or Black. Packed singly in a decorated box with inside cellophane lid.

Retail Price - - **4/11** each

Trade Price - - **3/4** each

On the P.A.T.A. List.

SUPER

A strong bottle obtainable in Blue, Green, Cherry or Black. Packed in transparent envelopes.

Retail Price - - **3/11** each

Trade Price - - **2/6** each

On the P.A.T.A. List.

WINGS OF SLEEP

A popular bottle, obtainable in Blue, Green, Cherry or Terra-cotta. Packed in transparent envelopes.

Trade Price - - **1/6** each

EDINA

The extension on the filler acts as a handle when filling or when buttoned over as a protection to the feet. Obtainable in Blue, Green, Cherry or Black In transparent envelopes.

Retail Price - - **2/6** each

Trade Price - - **1/8** each

On the P.A.T.A. List.

In addition to the above range, the well-known 'UNIQUE' and 'EDINBURGH' brand fabric bottles are still obtainable. They are hard-wearing and thoroughly reliable for hospital or nursing purposes, where the bottle is continually in use

NORTH BRITISH

HOT WATER BOTTLES

SALES AND EXPORT: 204-208 Tottenham Court Road, LONDON, W.1.

BRANCHES:

BELFAST: 49 Chichester Street.
BIRMINGHAM 3: 159 Great Charles Street.
BRISTOL 1: 101/102 St. Thomas Street.
COVENTRY: 9a Lower Ford Street.
EDINBURGH 2: 45 Hanover Street.
GLASGOW: 400e Cathedral Street, C.1.
LEEDS 2: Albrechts' Buildings, Woodhouse Lane.
LEICESTER: 40 Nelson Street, London Road.
MANCHESTER 1: 69 Piccadilly.

MADE IN EDINBURGH BY THE NORTH BRITISH RUBBER CO LTD

"ALWAYS GO TO YOUR CHEMIST"

Every Chemist using this slogan will influence Public Opinion

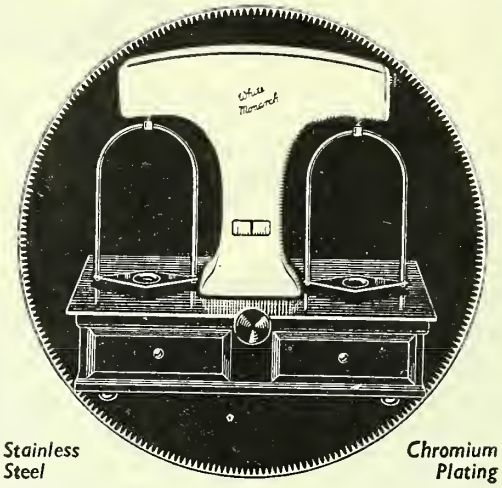
WILL YOU HELP?

Write for details to:

EDWARD TAYLOR LTD.
MONTON, ECCLES - - LANCASHIRE

T.F. 64

WHITE MONARCH
THE MODERN ENCLOSED DISPENSING BALANCE



Stainless Steel *Chromium Plating*

Entirely protected from dust and fumes by the white porcelain enamelled housing. Strongly made to withstand hard usage and yet retain its sensitivity

ASK YOUR SUNDRIES HOUSE TO SHOW YOU ONE

WILLIAM A. WEBB, Ltd.
4/5 Skinner Street, London, E.C.1

THE NEW

"MAR-VEL" BANDAGE

- *EXPANDING*
- *NON-SLIPPING*
- *NON-SAGGING*
- *COMPLETE COMFORT*

The "Mar-Vel" Bandage gives Maximum Expansion with minimum constriction. This is made possible by the inclusion of a remarkable new yarn—a combination of Latex and Viscose. This imparts new characteristics not hitherto possible, and the bandage gives full support with no fear of slipping or sagging. Each packed separately in transparent wrapping. Made in 2", 2½", 3", 4" and 6" widths. Obtainable from usual wholesaler.

Other items in the "Mar-Vel" Range:
"MAR-VEL" LATEX BED SHEETING
"MAR-VEL" WRIST BAND (Flexible Poplin)
"MAR-VEL" BODY BELTS

A REAL ELASTIC CREPE

L.T.X. LIMITED
STAR WORKS. RAILWAY ST. SOUTHPORT.

LONDON COLLEGE
of Pharmacy

Principal:—IRVINE G. RANKIN, B.Sc., Ph.C.

Specialists in training Pharmacists

PRELIMINARY SCIENTIFIC

9	Months,	NEW Syllabus.	Oct.–June
6	,,	OLD ,,	Oct.–March
3	,,	REVISION	Oct.–Dec.

C. & D. Qualifying

9 Months - - - - Oct.–June

NEW SESSION commenced Oct. 7th

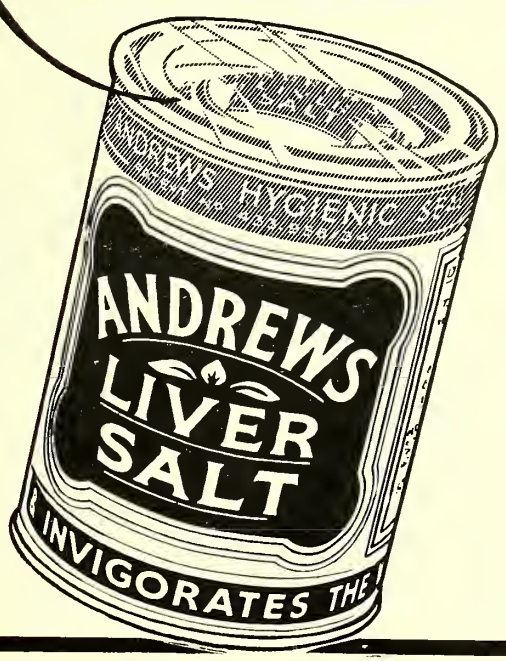
361 CLAPHAM ROAD, S.W.9

Telephone: BRIXTON 2161

ANDREWS WINTER BONUS

THE NEW ANDREWS HYGIENIC SEAL

Each tin of Andrews is now sealed by a damp and dust proof Cellophane Cap. This patented protective device maintains factory freshness—making a good product even better. Whilst the recently introduced domed lid—the inside of which holds exactly a teaspoonful—strikes a further note of increased attractiveness.



Considerably larger advertisements in National and "Local" papers, embodying a forceful, plain-speaking appeal, and a greatly strengthened Programme, at the peak time of 3.15 p.m. on Sundays, from Radio Luxembourg, are *already at work* building up the Andrews Winter Sales.

A special Bonus is offered to all who co-operate with us in this intensified campaign by exhibiting an attractive counter display card for a period of 14 days during November. The offer commenced on October 12th. If you have not yet received particulars apply at once to the address below, or to your Wholesaler.

Extra profit can be yours if you take full advantage of this Bonus Offer—obtain details without delay.

SCOTT & TURNER LTD.
GALLOWGATE
NEWCASTLE = ON = TYNE

A malt extract and cod liver oil which is BUTTERSCOTCH FLAVOURED !

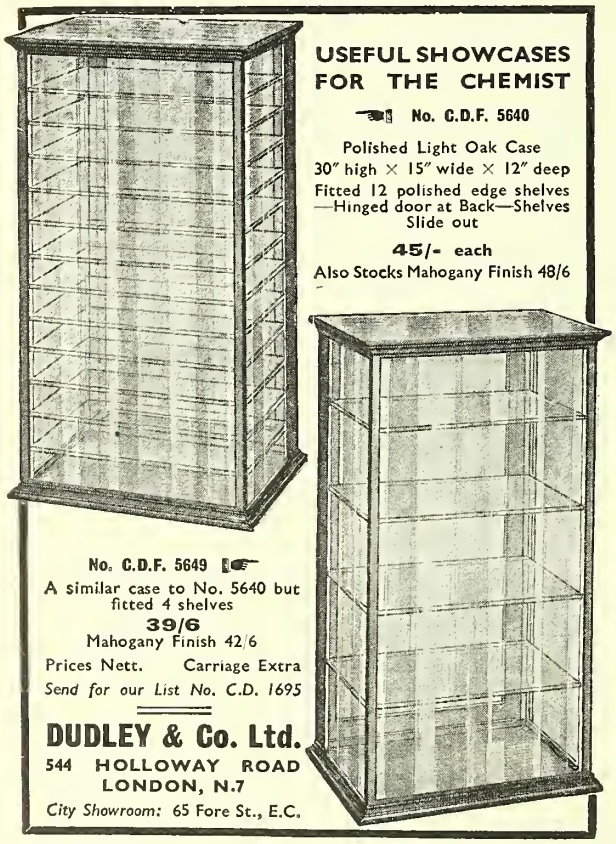
The new "Dalma" brand Extract of Malt and Cod Liver Oil is butterscotch flavoured. This will be one of the coming season's best sellers !

The "Dalma" brand is of the same high quality as the old-established "Harvester" brand which is free from fishy taste or odour. Order your supplies of both now !

"HARVESTER" and "DALMA" Brands Extract of Malt and Cod Liver Oil

Write for particulars of our favourable contract terms

A. de St. Dalmas & Co. Ltd., Leicester, Eng.



USEFUL SHOWCASES FOR THE CHEMIST

No. C.D.F. 5640

Polished Light Oak Case
30" high × 15" wide × 12" deep
Fitted 12 polished edge shelves
—Hinged door at Back—Shelves Slide out

45/- each

Also Stocks Mahogany Finish 48/6

No. C.D.F. 5649

A similar case to No. 5640 but fitted 4 shelves

39/6

Mahogany Finish 42/6

Prices Nett. Carriage Extra

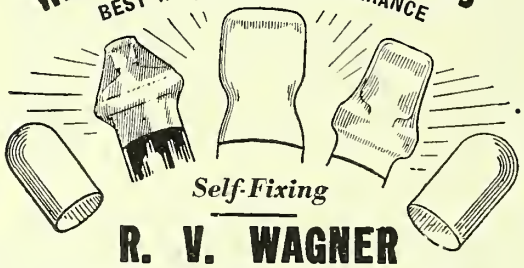
Send for our List No. C.D. 1695

DUDLEY & Co. Ltd.
544 HOLLOWAY ROAD
LONDON, N.7
City Showroom: 65 Fore St., E.C.

NOW BRITISH MADE

WAGNER'S DRY BOTTLE CAPS

BEST IN QUALITY & APPEARANCE



Self-Fixing

R. V. WAGNER

33 BROOKE ST., LONDON, E.C.1 *Tel. Holborn 5090*

TAPERED, PYRAMID, DOMED AND FLANGE **CORKS**

COMPOSITION AND BAKELITE **STOPPERS**

THE MOST COMPETITIVE MANUFACTURERS IN THIS COUNTRY

MUNDET CORK PRODUCTS, LTD.
12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams: MUNDETCOMP, BERM, LONDON
Telephone: HOP 2043-4-5

MORE LIGHT MORE SALES ....MORE PROFITS

Light is one of your greatest sales forces if used to the best advantage. Let the GECORAY system give brilliant flood-lighting of your displays at the cost of ordinary lighting. GECORAY Reflectors suit windows of any shape or size, and can be arranged to give beautiful colour combinations if desired. OSRAM lamps are recommended for use with the GECORAY system of shop window lighting.

Guarantee

We hereby guarantee for a period of FIVE YEARS from date of purchase to replace free of charge any "GECoRAY" reflector that checks, peels or tarnishes if used with the lamp specified.

MADE IN ENGLAND

WRITE *for copy of Folder F3435, describing the "ALL-BRITISH GECoRAY" System of Shop Window Lighting—sent POST FREE on application.*

GECoRAY

SILVERED GLASS REFLECTORS

System of Shop Window Lighting

Manufacturers (Wholesale only):

THE GENERAL ELECTRIC COMPANY LIMITED

Head Office and Public Showrooms: **MAGNET HOUSE, KINGSWAY, LONDON, W.C.2**

Branches throughout Great Britain and in all principal markets of the world

Dr. I. BROOK Brand Compound Glauber Salts Tablets

IT WILL COST YOU NOTHING...

A novel drive is in progress to interest doctors to send their patients to you, personally, for supplies.

You are urged to take full advantage of this exceptional opportunity by co-operating, as suggested in a special leaflet. It will cost you nothing. . . It will increase your goodwill with your local doctors. . . It will raise your sales and your profits.
If you have not received your copy of the interesting leaflet,

Write to us at once and ask for leaflet G.S.

Get in your stock now and be ready for the big demand.
Widespread sampling of the medical profession is taking place now.

DR. I. BROOK

Brand Compound

GLAUBER SALTS TABLETS

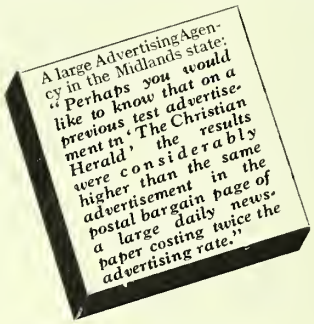
C.F. P.A.T.A.

WESTMINSTER LABORATORIES, Ltd., 4-12 Palmer St., London, S.W.1
Manufacturers of BROOKLAX Chocolate Laxative

MORE THAN A MILLION READERS

***—serious-minded and conscientious, make up the circulation of The* CHRISTIAN HERALD**
(The PAPER for RESULTS)

Extracts from Advertisers' and Agents' letters:—
A large firm of Manufacturing Chemists write:
"During twenty years of consistent advertising, we have always found that 'The Christian Herald' has proved one of our soundest propositions."



For years many National Advertisers have used "The Christian Herald," their keying proving its pulling qualities. Week in, week out, 250,000 homes take in "The Christian Herald." These British homes (homes in every sense of the word) represent over 1,000,000 devoted readers. Here is a splendid field for your product if it is right in price, right in quality.

Write for a specimen copy and rate card to Advertisement Manager (Dept. C.D. 4), 6 Tudor Street, London, E.C.4 Tel.: Central 3559

It pays to advertise in

The CHRISTIAN HERALD

(the leading Religious Home Journal, going into 250,000 HOMES weekly.)

The famous "Town Talk" Liquid Silver Polish, Silver Plate Cloth, Liquid Pewter Polish, Chromium Plate Cloth, and Cut Glass Cloth, afford you five ways to a woman's purse. They are consistently advertised in women's newspapers and journals, and their qualities make them quick-selling, repeat-order lines.

Push the "Town Talk" 5, they yield a good profit and bring customers into your shop.

ORDER DIRECT OR FROM

MANCHESTER: James Woolley Sons & Co., Ltd.
LEEDS: Goodall, Backhouse & Co., Ltd.
LEICESTER: E. H. Butler & Son.
LONDON: Brooks & Warburton, Ltd. May, Roberts & Co., Ltd.
LIVERPOOL: Ayrton, Saunders & Co. Ltd.

THE TOWN TALK POLISH CO., MANCHESTER, 10

Get to know the 'modern Sandman'

7,000,000 PEOPLE WILL GET TO KNOW HIM THIS WINTER

HE MEANS **GOOD** BUSINESS
HE BRINGS A **SPECIAL** OFFER

MASONA—a new product from the old established House of Newball & Mason, fulfils a long overdue need—the need for a nightcap that is cheap, costs no more than its initial price to prepare, is neither indigestible, fattening nor habit forming. In fact Masona conflicts with nothing that you sell already. No expense has been spared in its pack design (by a world famous artist)—it is attractive, displays delightfully and, at 1/-, it can hardly fail to sell on sight!

TRADE TERMS

1/- each retail . . . . . dozen 9/-
Three dozen lots and over . . . . . dozen 8/6
Six dozen lots and over . . . . . dozen 8/-
In ½-dozen display boxes.
Three dozen and upwards, carriage paid.

SPECIAL OFFER (*Holds good until October 31st, 1936*).
(*MASONA, retail price 1/-*).

6 for the price of four, 3/-
or
12 for the price of eight, 6/-
} Strike out quantity not required.

Order on this coupon direct, or through usual wholesaler.
To NEWBALL & MASON, LTD., BEECH AVENUE, NOTTINGHAM.

NAME .....

ADDRESS .....

.....

SIFTING MIXING

GARDNER'S
Patent "RAPID"
SIFTER & MIXER

For powdered drugs and chemicals, cosmetic and toilet powders, etc. Will blend 1 oz. with 1 cwt. with completely uniform distribution. Made in many sizes for hand or power use.

WM GARDNER & SONS (Gloucester) LTD.
Bristol Road, Gloucester Telephone: 2288 (2 lines). Telegrams: "Gardner, Gloucester."
London Office: 19 Gray's Inn Chambers, 20 High Holborn, W.C.1.
Telephone: Chancery 7347

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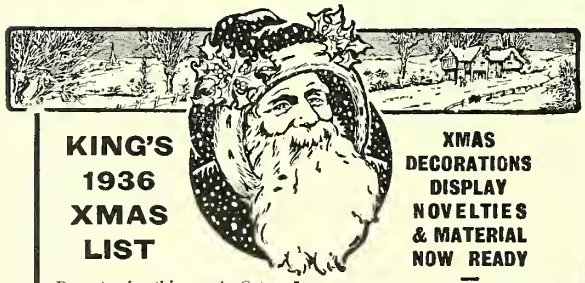
SQUARES
CIRCLES
FOLDED
ROLLS

WHITE
GREY
PLAIN
ANTIQUE
EMBOSSED
CRINKLED

SAMPLES FREE

Postlip Filterings are stocked by all the leading Wholesale Laboratory Dealers.

Evans, Adlard & Co. Ltd.
Postlip Mills, Winchcombe, Cheltenham.



KING'S 1936 XMAS LIST

XMAS DECORATIONS DISPLAY NOVELTIES & MATERIAL NOW READY

Do not miss this year's Catalogue! 60 Pages in colour. Illustrating the most Brilliant, Unique and Comprehensive range of seasonable Display Material. Ask for list No. 1791.

WRITE AWAY TO-DAY FOR A COPY OF THIS 60 PAGE LIST ISSUED ENTIRELY FREE OF CHARGE

J. C. KING, LTD., 42 GOSWELL ROAD, LONDON, E.C.1
Dept. D.R.I 'Phone: Clerkenwell 2316 (P.B.E.)

Armstrong's
TAPER (A) CORKS

ARMSTRONG CORK CO. LTD.,
ALDWYCH HOUSE, LONDON, W.C.2.
HOLBORN 9884/7 and HOLBORN 7503/5

EMPIRE ELECTRIC POWER EMULSIFIERS

PRICE £27 : 10 : 0 WITH ANODISED ALUMINIUM BOWL

PRICE £30 : 0 : 0 WITH STAINLESS STEEL BOWL

Motors to suit customers' mains supply. Non choke adjustable pressure up to 3,000 lbs. per square inch. Bowl 1 gallon capacity. Output up to 15 gallons per hour.

BRITISH EMULSIFIERS LTD., TEDDINGTON Molesey 1202

6 FREE 2D. DOG BOOKS

75% PROFIT ON COST
ON SHERLEY'S *Tonic & Condition Powders*

RETAIL	TRADE
6d. 9 Powders	**4/- per dozen.** 3/9 per dozen for 2 dozen or over, or for any quantity included in £2 parcels.
1/- 21 Powders	**8/- per dozen.** 7/6 per dozen for 1 dozen or over, or for any quantity included in £2 parcels.
2/6 60 Powders	**20/- per dozen.** 18/9 per dozen for 1 dozen or over, or for any quantity included in £2 parcels.

SHERLEY'S famous Dog Book is a ready seller at 2d.
Stock it ! Display it !! PUSH it !!!
We offer SIX FREE COPIES with every mixed order of our Products value £1 or over.
In addition to the above bonus we offer
2½% Discount on £2 Parcels plus a further **5%** For Window Display
Dealers may make up their own Parcels consisting of lines retailing at 6/- or less.
Study the table on the left and remember that **all** orders for Tonic and Condition Powders, when forming part of a £2 parcel of assorted lines are included at the special quantity prices irrespective of the quantity ordered, and shew a profit on cost including the Dog Book Bonus, of no less than 75.6%.

A. F. SHERLEY & CO., LTD.,
18 MARSHALSEA RD., LONDON, S.E.1.

ON EVERY ORDER OF £1 OR OVER
EQUAL TO 5% DISCOUNT ON £1 ORDER

SHERLEY'S
Dog & Cat Foods & Medicines

Specialists in all forms of **derris** for insecticides etc.
BUGGÉ'S INSECTICIDES LTD.
SITTINGBOURNE KENT
Tas/Bu 75

FOR BETTER BOTTLES
-better see BARNETT!
SPECIALISTS IN TOILET BOTTLES!
WHOLESALE ONLY
JACK L. BARNETT, LTD.
MEADOW LANE, LEEDS. Telephone: 28004/5

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FOR THE
S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations
Particulars :—
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50 HIGH STREET, BARNET, LONDON, N.

The "MONOPOL" Syphon (*pat.*)
Automatic priming, empties all liquids. Simple, Unique. Prevents accidents.
NOTHING TO GET OUT OF ORDER
HARRY HEYMANN LTD. (1
Coates Terrace, Manchester Rd., Bradford, Yorks

DAY CLASSES
6 months' course for the Preliminary Scientific Examination. 9 months' course for the Qualifying Examination now commencing
3 months' revision courses for both examinations

WESTMINSTER COLLEGE OF PHARMACY
Founder : G. S. V. WILLS, Ph.C.
Principal: P. H. WOODNOTH, Ph.C., F.C.S.
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POSTAL COURSES
Preparatory courses in all Subjects
Fees from 7/6 per subject
Special Test Papers are available for revision
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Let your parcels advertise your goods. This marvellous machine actually prints in one or two colours, moistens and delivers advertising adhesive tape for sealing your parcels at an amazingly small cost. This machine not only opens up a wonderful new advertising medium, but reduces packing costs to an astounding degree. One foot of tape does the work of seven feet of string. *WRITE FOR DETAILS—*
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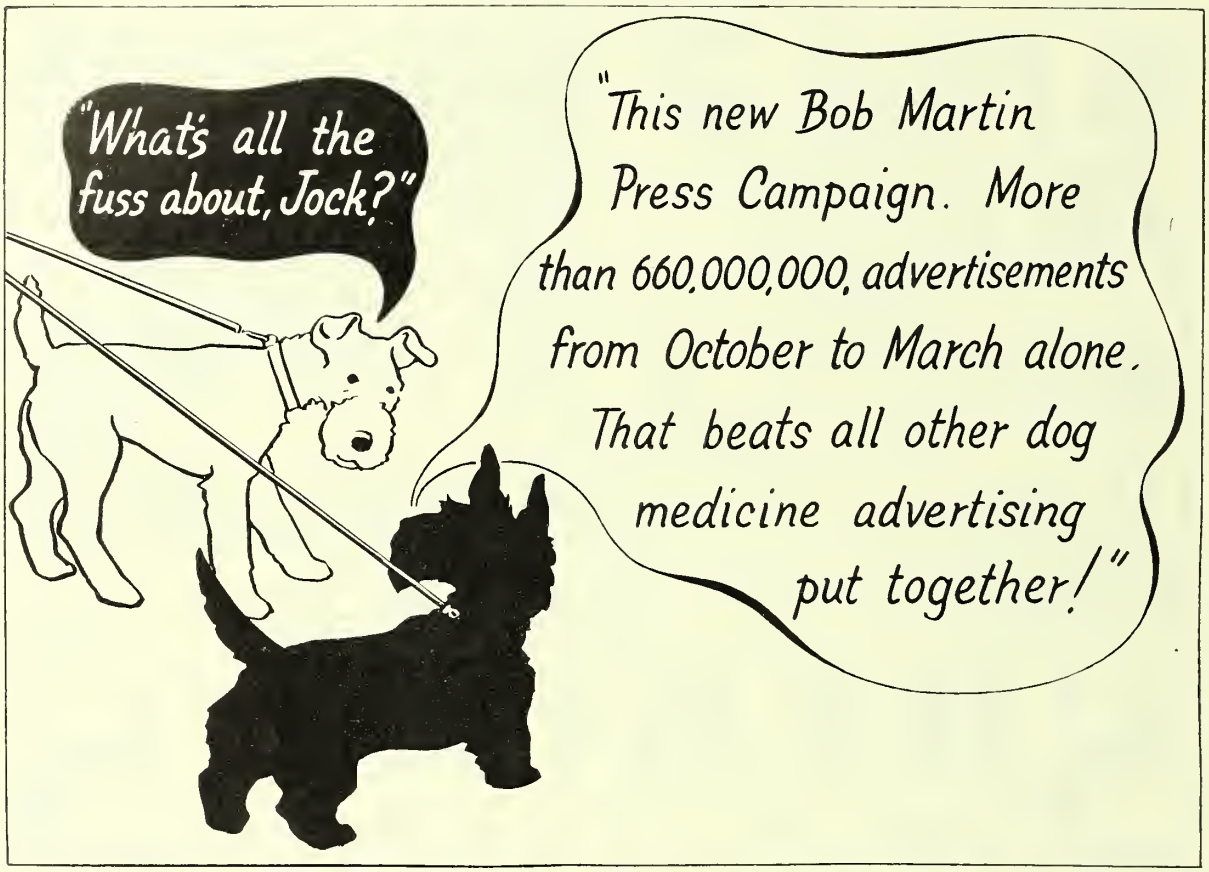
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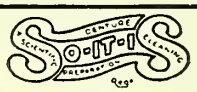

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The CHEMIST AND DRUGGIST

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The official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

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VOL. 125. NO. 2958 OCTOBER 17, 1936

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News of the Week

Key Industry Duty Exemption

The Treasury have made an Order under Section 10 (5) of the Finance Act, 1926, exempting VERATRINE from Key Industry Duty from October 17, 1936, until December 31, 1937.

Import Duties Advisory Committee Notice

In connexion with the anticipated review of certain Trade Agreements the Committee give notice of applications for increases in the import duties on the following articles:— WOOD FLOUR ; SODIUM CHLORATE. Any representations which interested parties may desire to make in regard to these applications should be addressed in writing to the Secretary, Import Duties Advisory Committee, Shell-Mex House, Strand, London, W.C.2, not later than November 5, 1936.

Select Committee on Medicine-Stamp Duty

The report of the Parliamentary Committee of the National Federation of Grocers' and Provision Dealers' Associations, presented at the quarterly meeting of the Federation held on October 7 and 8, contained the following passage:—

The Chancellor of the Exchequer has appointed a Select Committee to consider questions relating to medicine-stamp duties. . . . The Federation has been in touch with various interested bodies. Written submissions on behalf of the Federation, supported by oral evidence by Mr. T. W. Young (Tunbridge Wells) and the secretary will be made in favour of:—

(*a*) Abolition of medicine-stamp duty or, alternatively, a more equitable "spread" of the duty in relation to the selling price of patent medicines ;

(*b*) equity of treatment as between chemists and other retailers of patent medicines ; and

(*c*) rectification of other anomalies created by the chaotic state of present law relating to medicine-stamp duties.

British Standards Institution

At the joint request of the British Electrical and Allied Industries Research Association and the Research Association of British Rubber Manufacturers, a committee was set up by the British Standards Institution some time ago to draw up a specification for rubber gloves for electrical purposes. This specification has just been published as No. 697-1936. The foreword to the specification emphasises that, wherever possible, other precautions should be taken against shock and short-circuit risk, and in this connexion attention is drawn to the fact that in places to which the Home Office Regulations apply it may be illegal in certain cases for work to be done on live conductors or apparatus at pressures in excess of medium pressure, i.e., 650 volts. Maintenance of rubber gloves is an important point, and recommendations on this subject are embodied in an appendix. Copies of the specification may be obtained from the Publications Department of the Institution, 28 Victoria Street, London, S.W.1, price 2s. 2d. post free.

Inquest

At Cowes, recently, Mr. John C. Hughes, chemist and druggist, manager to Pollard & Ramage, Ltd., chemists, High Street, was found dead in bed on September 28, and near the bed was a bottle about half full of hydrocyanic acid. Under the pillow was an automatic pistol with eight rounds of

ammunition. At the inquest Mr. E. W. Pollard, Ph.C., chairman of the company, said he heard that the deceased had not paid in certain takings. It was not a large amount. A verdict of "Suicide while of unsound mind" was returned.

Sessional Events

The Thames Valley Pharmacists' Association's winter session opened on September 29 with a supper at Kingston-on-Thames, at which there was a fair attendance. Mr. Morrell proposed the toast "The President." Mr. F. Davis proposed "Mr. Howells," congratulating him on his success in the election for the Council of the Pharmaceutical Society. Mr. Howells, replying, referred to the proprietary medicine inquiry, and hoped that the various pharmaceutical bodies would make one bold front in presenting the case of the pharmacist.

Members of the Hull Pharmaceutical Students' Association began their winter season with a fancy dress supper-dance at the Good Fellowship Inn on October 1. The event coincided with an exhibition which attracted many chemists to Leeds, but there was an encouraging attendance. Mr. R. Holder was the M.C.; and the following composed the committee:—Miss M. F. Stansfield (president); Messrs. B. Linsley (vice-president); B. Johnson (secretary and vice-president); Miss M. Clegg (treasurer); Messrs. B. Foster, R. Jones, R. Holder, D. Reeder, H. Archer, and Misses T. L. Sawyer and M. Crawforth.

A meeting of the Liverpool Branch of the Guild of Public Pharmacists was held at the Royal Institute, Colquitt Street, on October 6, Mr. Woodard in the chair. Members were given an opportunity of talking over their own problems and were invited by the chairman to raise any points for discussion. Calcium gluconate solutions; the solution of protargol in glycerine; the sterilisation of glucose and saline; various methods adopted in hospitals for keeping the wards and departments supplied; mandelic acid mixtures; and points from the Pharmacy and Poisons Act, 1933, were among matters discussed.

A meeting of the Anglesey, North Carnarvonshire and Colwyn Bay Branch of the National Pharmaceutical Union was held at Conway on September 30. Mr. G. H. Hughes was voted to the chair in the absence of the chairman and vice-chairman. Mr. D. A. Bryan (chairman, N.P.U. Executive) gave an address on the Chemists' Friends movement and on the medicine-stamp duties. Members present pledged further support of the C.F. scheme, and nominated Mr. G. H. Hughes and the secretary (Mr. Eirwyn Owen) to attend the N.P.U. Conference in London as delegates. The following resolution was passed for the consideration of the Conference: "That all proprietaries sold stamped should be sold unbroken."

The annual meeting of the Birmingham Pharmaceutical Association was held at the Imperial Hotel, Temple Street, recently, when the following elections were approved:—*President*, Dr. E. G. Bryant; *Vice-Presidents*, Messrs. B. W. Shaw, A. E. Southerton; *Treasurer*, Mr. Maurice Smith; *Librarian*, Dr. Bryant; *Secretary*, D. J. Rushton, 1088 Stratford Road, Hall Green; *Council*, Mr. J. W. Atkinson, Captain E. C. Bennison, Messrs. J. W. Bland, S. C. Blore, H. Buckingham, H. J. Callow, H. J. Canning, J. W. Cox, E. W. Mann, H. H. Marshall, W. Martin, T. Newey, Jnr., Alderman J. Poole, Messrs. H. Poole, H. Rigg, F. Smith, C. V. Thompson, H. Walsh, W. H. Whittock, F. W. Yeomans.

The annual meeting of the Bath and District Branch of the Pharmaceutical Society was held on October 7. The secretary's and treasurer's reports were read and approved, the latter showing a small balance in hand. The meeting was addressed by the branch delegates to the British Pharmaceutical Conference: Mr. D. J. Williams, B.Sc., and Mr. W. J. Hallett. A vote of thanks for an excellent report was passed. The following officers were elected:—*President*, Mr. T. J. Cornish; *Vice-President*, Mr. W. J. Hallett; *Treasurer*, Mr. R. H. Moore; *Secretary*, E. C. *Haskins*. A hearty vote of thanks to the retiring president (Mr. G. W. T. Rogers), who has served for two years, was passed.

A meeting of Wimbledon and District Pharmacists was held at Johnston's Restaurant, Broadway, Wimbledon, S.W.19, on September 30, Mr. Hawkes (president of the Wembley Chemists' Association) in the chair. There was an attendance of forty. After a discussion, in which representatives of the Thames Valley and Croydon Associations took part, it was unanimously agreed "that the Wimbledon and District Pharmacists' Association be revived." Messrs. Pretty, Taylor, Thomas, Weston, Fenton, Stewart, Pensnall and James were elected a provisional committee. It was left to this committee to draw up objects and rules and to present them for discussion and approval at a meeting to be held in the latter part of October. A collection for the Pharmaceutical Society's Benevolent Fund realised £2.

The opening meeting of the winter session of the Birkenhead and Wirral Pharmacists' Association took place on September 30, when an address on "The Romance of Hospitals," illustrated by lantern slides, was given by Mr. W. Deacon, J.P. (a member of the Society's Council). The president (Mr. P. Grant) was in the chair. The lecturer dealt with the history of hospital development. Throughout hospital history, religion in one form or another cropped up. St. Bartholomew's, the oldest London hospital, had been working continuously for 800 years. In 1880 the "cottage" hospital began to develop; the first to be established in this country were those at Petersfield and Brixham. Mr. J. Ambrose Lloyd (vice-president) presented Councillor Mrs. Grant with a badge of office as wife of the president.

The annual meeting of the South-East London Chemists' Association, postponed from June owing to the Association's German tour, was held at Greenwich on September 29, Mr. Cecil H. Foster in the chair. The financial secretary's report, which was presented on behalf of Mr. W. B. Paton by the general secretary, revealed that thirty names had been removed from the list of members for non-payment of subscription. The treasurer's report disclosed a satisfactory credit balance. The following were elected as officers for 1936-37:—*President*, Wm. C. Spooner, Camberwell; *Vice-Presidents*, James Paterson and Neil C. Sinclair; *Treasurer*, Edwin Richardson; *Financial and Benevolent Fund Secretary*, W. B. Paton; *General Secretary*, E. Oswald Wells. Mr. J. Creasy, Lewisham, was elected to the Council, replacing Mr. Colin Barnes, retired. The meeting voted £5 5s. to the Pharmaceutical Society's Benevolent Fund.

The annual meeting of the Reading and District Branch of the Pharmaceutical Society was held at Reading on October 8, Mr. G. Green in the chair. The secretary referred to the improved attendance at the meetings, and reported a record of fifty on the occasion of Mr. F. W. Adams's address on the Poisons List and Rules. The treasurer reported a slightly increased balance in hand, and moved that a donation of £5 be sent to the Society's Benevolent Fund. This was carried unanimously. Mr. E. C. Cripps gave a report of the Slough, Windsor and Maidenhead sub-branch. The following officers were elected:—*Chairman*, A. E. Breakspear; *Vice-Chairman*, E. C. Cripps; *Secretary*, A. Greenwood Watkins; *Assistant Secretary*, T. E. Armrod; *Treasurer*, R. H. Bluring; *Auditors*, J. R. Butler and C. Napier. *Committee*, Miss Croft, Messrs. J. R. Butler, W. J. V. Fawden, J. C. M. Gauld, W. T. Pullen, F. W. Vasey, S. Hickman (representing the junior section). The model branch rules drafted by the council were adopted with slight modifications. At the conclusion of the business Mr. R. H. Bluring gave an account of a holiday in Italy illustrated by coloured photographs.

The opening meeting of the session of the National Association of Women Pharmacists was held at 17 Bloomsbury Square on October 8. The president (Mrs. Skinner) was in the chair, and among those present were Mrs. Marns, Mr. Melhuish, Mr. and Mrs. Young, Dr. Hampshire, Mr. Skinner, Mr. Goodwin and Mr. Clifford Evans. Dame Rachel Crowdy (for eleven years head of the League of Nations section dealing with traffic in women and children and in "dangerous" drugs) gave an address on "The International Aspect of the Dangerous Drugs Traffic." The speaker said that though many people regarded the League of Nations as the home of lost causes and impossible ideals, in its social work many "impossible" ideals had been realised. She pointed out the enormous difficulty experienced in dealing with "dangerous" drugs in fifty different countries with different standards and at great distances apart. The League had set up the Central Opium Board, one of whose great difficulties was to deal with illicit factories driven from one country only to establish themselves in another. A discussion followed. Miss Borrowman proposed a vote of thanks and Miss Blundell (vice-president of the Association) seconded.

Liverpool

At a meeting of the Liverpool City Council on October 7, a recommendation by the Finance Committee to sanction the advance of a sum of money to Manesty Machines, Ltd., was dealt with. The site covers seven acres. It is understood that building will start immediately and will occupy six months. The governing director of the company is Alderman Edwin Thompson, J.P.

In his presidential address to the Literary and Philosophical Society of Liverpool, on October 5, Dr. I. Jackson Lipkin dealt with the growth of preventive medicine, and outlined the historical background of the social services of to-day. He said the ideal of medicine was the prevention of disease, and the necessity for curative treatment was a tacit admission of its failure. "It is reasonable to think," said Dr. Lipkin, "that at some future date manufactured food will be available at rates which will banish starvation and malnutrition from the list of human problems."

Manchester

Councillor R. G. Edwards, member for the Rusholme ward on the Manchester City Council, is one of the councillors who are seeking re-election in the forthcoming municipal elections and whom the associations representing the other side will not oppose.

Viscount Leverhulme is to preside at one of the sessions of the National "Safety First" Association's Regional Industrial Conference, which is to be held at the Bleachers' Assembly Hall, Manchester, on October 27. Industrial accident prevention work is being given increasing attention in the North, and the Association has committees in Manchester, Liverpool, Sheffield and Middlesbrough.

In connexion with the Manchester, Salford and District Branch of the Pharmaceutical Society a reception and dinner-dance was held at the Manchester Limited Restaurant on October 7. The guests were received by the president and Mrs. Franklin. For an hour before dinner dancing was enjoyed by the majority of the 206 guests. After dinner, in a two minutes' speech, Mr. Franklin extended a hearty welcome to all. He referred to the honour conferred upon them by the election of Mr. E. H. Simmons as vice-president of the Society, and called on them to give hearty cheers and to sing "For he's a jolly good fellow." Mr. Simmons, in reply, said he was delighted to find such a hearty spirit prevailing in their branch and among chemists generally. The organising committee and the M.C.s deserve high praise.

Miscellaneous

HULL TRADES EXHIBITION.—Drug-trade exhibitors at a City of Hull Trades Exhibition held at the City Hall on October 9-17 include RECKITT & SONS, LTD. (Dettol germicide ; toilet preparations); T. J. SMITH & NEPHEW, LTD. (surgical dressings and appliances); and the BRITISH COD-LIVER OIL PRODUCERS (HULL), LTD. (cod-liver oil products).

IN THE COURTS.—At Blackburn Quarter Sessions, on October 8, Henry Reynolds (35), described as a chemist, was sent to prison for twelve months for obtaining poultry food by false pretences.—At Bow County Court, London, on October 8, Burgoyne, Burbidges & Co., Ltd., manufacturing chemists, obtained judgment in the sum of £35 19s. against P. Renshaw, Abingdon Street, described as a chemist, for goods supplied.

FIRES.—The following outbreaks of fire have been recorded since our last report:—An outbreak of fire occurred recently at the pharmacy of Mr. R. Atkinson, chemist and druggist, Rotherham, due, it is believed, to some methylated spirit dropping on a stove. The interior of the pharmacy was badly damaged.—At Spondon, Derby, on October 12, the post office and pharmacy of Mr. G. H. Goodwin, M.P.S., were severely damaged by an outbreak of fire.

P.A.T.A. COUNCIL ELECTION.—The members of the retail section of the Proprietary Articles Trade Association Council who retire this year are Messrs. W. S. Howells, T. Marns, and P. F. Rowsell. They are eligible for re-election. There is also the vacancy occasioned by the resignation of Mr. John Keall. It is open to members of the retail section of the P.A.T.A. to nominate candidates for the four vacancies. Nominations will be received by the secretary at 43 Gordon Square, London, W.C.1, up to and including October 26.

Irish Notes

Ulster Chemists' Association

The monthly meeting of the Executive Committee was held at 73 University Street, Belfast, on October 6, the president (Mr. J. McGregor) in the chair. Apologies for absence were received from Messrs. J. Dundee, T. A. Gibson and W. J. Rankin. The secretary reported that he had written to the Pharmaceutical Society of Northern Ireland regarding the question of limited companies. It is understood that the matter has been referred to the Law Committee of the Society. The secretary reported that he had received from the solicitors the certificate of registration of the Association as a trade union. On the motion of Mr. Adams, seconded by Mr. Shinner, it was unanimously agreed that the secretary be authorised to accept service of all notices, etc., on behalf of the trade union. Mr. Culbert wrote pointing out that the Scottish insurance chemists were compiling information with the purpose of approaching the Government for better terms in dispensing, and suggesting that the U.C.A. should get into touch with the Scottish Association regarding the matter with a view to similar future action by the insurance chemists in Northern Ireland. The Committee approved of the suggestion, and the secretary was instructed to write accordingly. The following subcommittee was appointed to prepare the next issue of the Price List for publication:—Messrs. J. McDowell, J. McGregor, E. A. Richey, P. R. W. Shinner, A. Steede, W. C. Tate and J. Wellwood. It was decided to write to the secretary of the Shop Acts Committee informing him that, at the annual meeting of U.C.A. on November 27, 1935, the recommendation that 8 p.m. be the closing hour was adopted. It was decided to inaugurate another advertising campaign on similar lines to the previous one devised by Mr. Shinner. Mr. Shinner agreed to assist in the preparations. It was arranged to hold the next annual meeting on November 25.

Northern Ireland Assistants' Meeting

At a general meeting of the Pharmacy Branch of the National Union of Distributive and Allied Workers, held in Belfast on October 7, Mr. J. M. Wilson, who presided, said that was the first meeting of the winter campaign to bring inside the Union every available person employed in the pharmacy profession in Belfast, and to extend the organisation to cover all provincial towns in Northern Ireland. Mr. W. J. Hetherington, branch secretary, reported on the Conference held between the Ulster Chemists' Association and representatives of the Committee, and outlined the proposals submitted to the Association at that meeting. These proposals covered hours of employment (which, he said, should not exceed forty-eight per week, with time off for apprentices attending classes) ; that all apprentices should be indentured with a fixed remuneration for the period of indentureship ; that the number of apprentices should be strictly limited. The general question of wages was discussed, and the representatives of the Committee stated that the wage rates at present were far too low and did not attract to the business the best, most competent and efficient people, with the result that the standing of the profession was lowered. The representatives of the Employers' Association had promised to consider the points raised by the members of the deputation. Mr. J. C. Johnstone, a member of the Committee, placed before the meeting a copy of the wages and hours agreement secured by the pharmacists in Dublin, and stated that they would never be satisfied until the wage rates in Belfast were placed on a comparable basis. Mr. J. Kirk, area organiser, pointed out that the employers in pharmacy were linked up with the Employers' Association nationally.

Brevities

Mr. Thomas Walsh, Ph.C., The Medical Hall, Dingle, co. Derry, has been awarded £10 compensation for damage to his dwelling-house and shop.

Mr. P. J. Fielding, M.C.P.S.I., Cork, and Mr. J. T. Dwyer, M.C.P.S.I., Ballsbridge, Dublin, are both making satisfactory recoveries from recent severe illnesses.

During a recent visit to Nenagh, Mr. Sean T. O'Kelly, Vice-President of the Executive Council, visited the factory of Island Bawn Laboratories, Ltd. The Minister was presented with a case of the company's products.

Scottish Notes

North British Executive

A meeting of the North British Executive was held at 36 York Place, Edinburgh, on September 30, Mr. F. W. M. Bennett in the chair. The chairman said since the last meeting they had lost a member of the executive and a well-known ex-chairman. Mr. Alexander Anderson Dick, Bellshill, died very suddenly on August 21 ; for a number of years he had been a member of the executive of the North British Branch and was returned as an *ex officio* member on his election to the Council in 1934. Mr. Charles Simpson, Aberdeen, died on September 17. Mr. Simpson was the oldest pharmacist in Aberdeen and had been in business, first at Exchequer Row and then at King Street, since 1885. He had been for a long time a member of the Executive, and was chairman of the Executive in 1931-32. Messrs. Guthrie, Jack and Hay also paid tributes.

There was submitted a *questionnaire,* following a suggestion made at the Bournemouth Conference, as to the desirability of federating local branches in district groups. The Executive was of opinion that, so far as Scotland was concerned, the question of federation did not arise.

It was reported that a public assistance pharmaceutical service had been arranged for Orkney on the lines of the National Health Insurance scheme ; and for Peterhead on the lines of the B.M.A. scheme. It was also reported that the joint scheme for the organisation of public pharmaceutical services, discussed at a joint meeting of the Executive of the North British Branch, the Executive Council of the Scottish Pharmaceutical Federation and the Pharmaceutical Standing Committee (Scotland), had been approved by the Executive Council of the Scottish Pharmaceutical Federation.

It was remitted to the Parliamentary Committee to consider matters arising from the appointment by Parliament of a Select Committee on proprietary medicines, and to forward to the Council of the Society any suggestions that might be considered advisable.

Brevities

The turnover in the drug department of the Northern Co-operative Society, Ltd., for the year ended August 31 was £40,811, an increase of £2,918 over the previous year's figures.

At the recent Arbroath traders' exhibition Mr. George Y. C. Cooper, chemist and druggist, staged a display of toilet and beauty preparations, perfumes, and goods suitable for Christmas gifts.

Ex-Provost Alexander Scott, J.P., formerly in business at 29 Main Street, Callander, Perthshire, has received a presentation from the local branch of the British Legion upon leaving the district.

Bellahouston Park, Glasgow, has been selected as the site for the Empire Exhibition (Glasgow) to be held in 1938. Although no direct public appeal has yet been made on behalf of the guarantee fund, sums amounting to £50,000 have already been offered by firms and private individuals.

Mr. John Gray, who recently celebrated his golden wedding, is the still active senior director of Brown, Gray & Co., Ltd., Argyle Street, Glasgow. A correspondent writes that he still enjoys excellent health, "thanks to that sovereign remedy, hard work and that best of stimulants, a fair measure of success."

Dr. J. Donald Pollock, Boswall Road, Edinburgh, has given £250,000 for the purpose of establishing a new Scottish charitable trust to benefit educational and religious institutions. Under the educational provisions, particular attention is to be given to the welfare of students. Dr. Pollock, who graduated at Edinburgh University, is chairman of several industrial companies.

Topical Reflections

By Xrayser

Nothing is more Striking

to anyone who has spent thirty or forty years in pharmacy than the changed methods now in use in treating the diseases and complaints of animals, as pointed out in your editorial article on p. 413 of last week's issue. As an apprentice I was trained in a good-class veterinary business, where hit-or-miss methods were employed. The physic ball and the condition powders for horses ; the cleansing drink for cows ; the white, black and Driffield oils for cattle generally ; the elementary methods of treating dogs and cats—all were the products of an age that knew little about animal physiology. The quality of the drugs used was not always of the finest. The instruments used for operating on animals were clumsy in the extreme, and often resembled those articles used in the Middle Ages for torturing criminals. All this is changed, as a study of the articles in last week's *C. & D.* will show. Our dogs are treated with a sympathy and an understanding equal to that we extend to human beings ; horses and cattle no longer depend for treatment on empirical remedies ; surgery is carried out under similar conditions to that in our hospitals. The chemist should be the gainer by all this. Often he allows trade in veterinary medicines to be filched away by competitors who have little or no knowledge of the subject ; but with eyes opened to the financial advantages of the business, and with "Veterinary Counter Practice" to help, he may take his rightful share.

I was Glad to See,

as I opened my *C. & D.* last Friday, the quarterly Retail and Dispensing Price List enclosed. I wonder how many of your readers make use of this to the full? I have been looking through it critically, and I am struck, not for the first time, with the thoroughness with which it has been compiled and with the possibilities for usefulness it puts within the reach of all pharmacists. In pricing scripts I have used it repeatedly, and it has never failed to give a satisfactory result—a fair price based on sound costing principles. If this list were used more for this purpose and were adopted as the basis of pricing up scripts throughout the country, dispensing would be a much more lucrative business than it is. As a list for drugs and other articles, and particularly for pricing drugs not in general demand, it is invaluable. I wonder how many pharmacists have noticed the markings to indicate whether the article is within any of the Schedules of the Pharmacy and Poisons Act. Many proprietors will soon be thinking about stocktaking, a business which is greatly simplified by the use of the *C. & D.* stocktaking sheets derived from the List.

The First Council Meeting

of the Pharmaceutical Society's winter season (p. 403) did not provide any thrills ; in fact, from reading your account I gather that everything passed off harmoniously, with the single exception that one councillor recorded his dissent, and I consider quite properly, from the decision of the organisation Committee regarding the proposal, passed with a good deal of enthusiasm at Bournemouth, that in future the occupation of candidates should be stated on the nomination paper. Although I believe one of the reasons for which this was proposed was, as stated in the report, that the number of retailers on the Council should be increased, it was not the only reason nor the most important. I do not think that members object to candidates with interests, and perhaps paramount interests, in the manufacturing and wholesale sections of pharmacy, when the outlet for their activities does not extend beyond the confines of pharmacy ; what is objected to is the possible return of candidates who are concerned, and often actively, in businesses the interests of which are diametrically opposed to those of pharmacy. I heard the discussion at Bournemouth ; and if I interpreted it aright, I gained the impression that the speakers were stressing this aspect of the situation and naturally wanted to know all that could be known of the *bona fides* of the men they were voting for. I hope this matter will not be lost sight of when the branch representatives meet in Liverpool next year. I believe some North Country representatives will have something further to say.

Legal Reports

Illegal Use of Title.—At Chester Police Court, on October 9, Mr. Edgar Benjamin Ince, Foregate Street, was summoned for having, while not a registered pharmacist, used in connexion with the sale of goods by retail the title of chemist. He pleaded "Not guilty." Mr. D. H. Nield, prosecuting, said there was no suggestion that Mr. Ince was not a fully qualified man, but his name was not on the Register, as he had not paid his subscription due under the statute. He had been written to by the Society. After formal evidence from an inspector, Mr. Ince explained that he qualified in 1921. He did not appreciate the urgency of registering his shop. A fine of 10s., with 42s. costs, was imposed.

Excessive Working Hours.—At Wolverhampton Police Court, on October 9, Mr. Charles M. Warner, chemist and druggist, Stafford Street, was summoned on twelve counts for employing people longer than the stipulated working hours. It was stated that Mr. Warner had a factory where he employed several people for developing and printing photographs. Mr. Dallow, who appeared for Mr. Warner, said it was not a case of an attempt to snatch an advantage over competitors. With the coming of the rush period of developing and printing he had to get through the work somehow, and it was impossible for him to obtain at short notice people with the necessary experience and skill. The stipendiary magistrate imposed fines and costs amounting to £15 12s.

Application Dismissed.—In the Chancery Division of the High Court, London, on October 14, application was made to Mr. Justice Luxmoore on behalf of Dr. Edward Burnet, Harley Street, W.1, for the variation of a certificate given by the Master after an inquiry as to damages ordered on July 11, 1934, in an action brought by Atomisers, Ltd. Mr. K. E. Shelley, for Dr. Burnet, said Atomisers, Ltd., went into liquidation in January 1935. Before that they were engaged in assembling and selling apparatus. They brought their action in respect of threats against Dr. Burnet, who had interested himself in this sort of apparatus and had patented certain devices. Dr. Burnet had threatened Atomisers, Ltd., with legal proceedings for infringement of one of his patents. At the hearing in July 1934 he gave an undertaking, and at the instance of Atomisers, Ltd., an inquiry as to damages was ordered. The certificate which it was now sought to vary was given as the result of that inquiry. The submission on behalf of Dr. Burnet was that no damages should be awarded. His lordship dismissed the application, with costs.

Appeal Dismissed.—On October 12 the Court of Appeal (the Master of the Rolls and Lords Justices Slesser and Romer) dismissed with costs the appeal of M. Joseph Lesquendieu from the judgment of Mr. Justice Farwell (*C. & D.*, July 25, p. 100) dismissing his application to be added as a party in a pending action by Parfumerie J. Lesquendieu, Ltd. The ground of his application was that his presence was essential if the question involved was to be effectively adjudicated. Mr. F. P. Evershed, K.C., for the appellant, said Mr. Justice Farwell came to the conclusion that he had no jurisdiction to add M. Lesquendieu as a party. Counsel referred to other litigation, and contended that the Court of Appeal would be embarrassed if the point was not argued. Dismissing the appeal, the Master of the Rolls said the parties would be left to proceed as they might be advised. Mr. Kenneth Swan, K.C., for J. Lesquendieu, Ltd., had previously applied for an order that M. Joseph Lesquendieu give security for costs in an appeal by his clients in an action brought against them by Parfumerie J. Lesquendieu, S.A. He explained that M. Lesquendieu was not a party to these proceedings but he was seeking to intervene. The Court granted the application, and fixed the amount of the security at £40.

SUPERFLUOUS N.H.I. ITEMS.—"It does appear that there are several items on the tariff, e.g., muslin bandages, which might very conveniently be omitted. If those items are in demand in any particular area, the local chemist is almost sure to have them in stock, but if on the other hand they are called for, as we are often hearing, once in five years, it hardly seems fair, nor is it to the advantage of the insured person, that the chemist should keep certain dressings in stock for such long periods."—"The Journal of the Naoctic," October 1936.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

STACEY HALL'S, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of a chemist and druggist carried on at 117A and 119 Medlock Street, Hulme, Manchester, as "H. Stacey Hall."

ART-FORM, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in all kinds of dental, surgical, pharmaceutical, photographic and optical instruments, etc. R.O.: 232 Stamford Hill, N.16.

VOLTAS, LTD. (P.C.).—Capital £200. Objects: To acquire the business of a manufacturer of the washing fluid known as "Voltas" carried on at Southall, Middlesex, by Richard H. Brittain. R.O.: Gem Works, The Green, Southall, Middlesex.

SHAKA SALT & CHEMICAL CO., LTD. (P.C.).—Capital £3,000. Objects: To carry on the business of manufacturers, importers and exporters of salt, brine, rock salt, alkalis, chlorine, bleaching powder and liquors, etc. R.O.: 57 High Street, Kingsland, E.8.

CANNOCK AGRICULTURAL CO., LTD. (P.C.).—Capital £20,000. Objects: To acquire the business of an artificial manure manufacturer carried on by A. T. Vernon at Cannock as the Cannock Agricultural Company, etc. R.O.: Walk Mill Lane, Bridgtown, nr. Cannock, Staffs.

SULPHUR PATENTS, LTD. (P.C.).—Capital £100. Objects: To adopt, upon signature, an agreement between Imperial Chemical Industries, Ltd., and Bolidens Gruvaktiebolag, relating to the development of certain processes for the production of sulphur; to act as a parent holding company. The first directors (to number not less than 2 nor more than 10) are W. A. Akers, O. Falkman and D. H. B. Wride. Solicitor: W. Morris, Imperial Chemical House, Millbank, S.W.1.

BIOCHEMICA, LTD.—At a meeting held in London recently it was resolved that this company be wound up voluntarily. Mr. F. W. Slattery, 14 Clarges Street, London, W.1, was appointed liquidator.

BARNES CASH DRUG STORES, LTD.—At a meeting held in London recently it was resolved that this company be wound up voluntarily. Mr. F. Barnes, Audrey House, Ely Place, London, E.C.1, was appointed liquidator.

Voluntary Liquidation

Emery's Drug Stores, Ltd., 8 High Street, Ealing, London. The statutory meeting of the creditors herein was held recently at the offices of Messrs. Kennedy, Lindo & Co., 49 Queen Victoria Street, E.C.4, when Mr. Tom Emery, a director of the company, presided, and said that the shareholders had met and had nominated Mr. C. E. Polak, C.A., 68 Basinghall Street, E.C.2, and Mr. Parkin S. Booth, Kimberley House, Holborn Viaduct, E.C., as joint liquidators of the company. A statement of affairs as at September 19 last was submitted, showing liabilities of £2,940 5s. 6d., all due to unsecured creditors, including the directors, whose claims totalled £1,968 7s. 7d. The assets were estimated to realise £989 18s. 5d., and were subject to preferential claims of £57 10s., leaving net assets of £932 8s. 5d., or a deficiency of £2,007 17s. 1d. The nominal capital of the company was £500, issued as fully paid. The company took over a business which had been carried on at High Street, Ealing, by Mr. Emery. In February 1935 the company purchased a business carried on by a Mr. Dunlop at Wembley. Previous to that the company also bought a business at Hendon. The latter business was sold in September 1936, and there was a profit on the sale of £50. In May last the company began to get short of liquid capital, and creditors pressed. The Wembley and Ealing shops had been in the hands of agents, but so far no negotiations for sale had taken place. It was decided to confirm the voluntary liquidation with the shareholders' nominees as joint liquidators.

Pharmaceutical Society of Great Britain

London Examination Results

THE following are the results of the examinations held in London during October:—

—	No.	Preliminary Scientific Examination				Chemist and Druggist Qualifying Examination			
		Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for Prelim. Sc. exam. ...	168	7	91	40	30	—	—	—	—
Referred subject in Prelim. Sc. exam.	129	1	—	70	58	—	—	—	—
Entered for C. and D. exam. ...	175	—	—	—	—	7	77	49	42
Referred subject in C. and D. exam.	139	—	—	—	—	—	—	30	109
	611	8	91	110	88	7	77	79	151

Candidates have been referred as follows:—Botany, 88; chemistry, 12; physics, 10; pharmacognosy, 8; pharmaceutics, 47; physiology, 5; pharmaceutical chemistry, 16; forensic pharmacy, 3; total, 189.

Candidates have failed as follows:—Botany, 84; chemistry, 70; physics, 69; pharmacognosy, 43; pharmaceutics, 59; physiology, 30; pharmaceutical chemistry, 55; forensic pharmacy, 37.

The following have satisfied the examiners in the Chemist and Druggist Qualifying examination:—

Aitken, D. S., Leamington Spa
Allden, L. W. D., Westcliff
Aspden, Thomas, Accrington
Aston, Frank, Coleford
Ayres, L. C., Uxbridge
Ball, J. A., Liverpool
Ballance, C. E., Walsall
Barber, Dorothy E., Port Talbot
Barker, R. R. C., Aldershot
Barker, William, Sheffield
Barrow, S. L., Camberley
Barton, A. O., Poole
Bason, C. W., Compton
Batten, Vera B., Bayswater
Baxter, D. W. T., Stroud
Beard, K. A., Hyde
Black, H. H., Wrexham
Bratley, G. W., Pontefract
Brazier, J. D., Tooting
Broadbent, D. R., Halifax
Buckley, Dorrien W., Calcutta
Burge, D. G., Petersfield
Burman, Bertram, Liverpool
Byron, F. E. R., Walsall
Caine, J. F. R., Southend
Callister, A. W., Douglas
Carter, W. F., Chesterfield
Catlow, Harry, Preston
Champeny, Frances A., Banwell
Chandler, R. D. T. E., Romney
Chapman, John, Tunbridge Wells
Chapman, J. H., Amlwch
Chatwin, J. H., Birmingham
Clark, R. E., Portsmouth
Cleden, W. E. J., Andover
Cottle, T. M., Cardiff
Cox, A. S., Birmingham
Craig, A. S., Liverpool
Cross, R. S., Sandbach
Crowther, Eric, Ossett
Cullen, R. G., Cardiff
Davies, Emlyn, Skewen
Davies, F. P., Haverfordwest
Davies, W. M., Landore
Dennis, W. H., Birmingham
Dickinson, J. R., Blackpool
Duckworth, Allan, Accrington
Evans, C. K., Newport
Evans, G. C., Fishguard
Evans, J. S., Banstead
Freemantle, D. J., Cardiff
Gardiner, G. A. K., Oxford
Grantham, G. R., Lincoln
Graves, Margaret E., Sheffield
Green, Rowland, Rotherham
Griffiths, C. E., Accrington
Griffiths, G. H., Narberth
Grudgings, Margaret N., Leicester
Gunn, L. A., Oldbury
Hall, J. T., Lincoln
Halton, J. L., Wigan
Hamley, L. F., Plymouth
Hargreaves, George, Oswaldtwistle
Harris, A. L., Grimsby
Harris, J. V., Pontypridd
Harris, S. K., Kettering
Hartshorne, K. V., Rushall
Harvey, F. L., Barrow-in-Furness
Hawes, G. R., Ipswich
Heald, Jack, Stalybridge
Heydon, R. G., Alsagar
Hibbert, T. A., Buxton
Hill, Ernest, Sheffield
Holt, John, Huddersfield
Humber, Eileen M., Hoole
Hunt, C. G., Colchester
James, L. K., Kidwelly
Jenkinson, John, Bolton
Joseph, Cyril, Bargoed
Kay, Bernard, Manchester
Keevil, E. W. G., Bath
Kemp, J. H., Bath
Kenny, H. J., Wallasey
Kerslake, A. J., Kingsteignton
King, Alfred, Hackney
Levy, Lewis, Clapton
Lisseter, W. G., Redditch
Lowther, Ll. G., Salisbury
McDonald, H. C., Sutton
Mandleberg, Mark, Hyde Park
Manion, Jack, Sheffield
Mann, J. H., Nuneaton
Mapson, E. A., Bristol
Marton, C. S., Newcastle-on-Tyne
Medd, W. C., Birmingham
Metcalfe, Fred, Glossop
Monaghan, D. P., Winchester
Morgan, T. W., Ystalyfera
Newberry, Kenneth, Dagenham
Newell, Harold, Liverpool
Nixon, E. W., Stockport
Noar, Ralph, Manchester
Noble, Olive, Hove
Oldham, Harold, Hyde
Owen, E. J., Barmouth
Owen, E. Ll., Corwen
Painter, W. J., Bath
Parsons, R. G., Luton
Peter, W. A., Preston
Phillips, G. Ll., Haverfordwest
Phillips, L. T., Gosforth
Pickersgill, Jack, Otley
Pipe, A. P., Cardiff
Pretty, K. C., Wimbledon
Prior, Kenneth, Burnley
Radford, Edward, Rochdale
Read, Ernest, Pontardawe
Read, Gertrude N., Newhaven
Rees, D. I., Bridgend
Riley, J. L., Chorley
Robertshaw, R. H., Bradford
Robertson, D. I., Bristol
Rogers, Alfred, Hyde
Roman, Joseph, Clapton
Ross, G. S., Cardiff
Seddon, Harold, Swinton
Seymour, M. E., Little Marlow
Skinner, Jack, Beverley
Sleep, E. C., Portsmouth
Smith, D., Stockport
Smith, Marion P., Disley
Smith, Ronald, Colne
Spencer, E. E., Nottingham
Stephens, R. B., Aberdare
Thornton, Stanley, Halifax
Tickner, E. G., Scunthorpe
Tomlinson, John, Sheffield
Trickey, S. T., Wellington
Vokes, Winifred, Hull
Wade, Stanley, Blackpool
Walker, L. M., W. Bridgford
Watts, A. G., Budleigh Salterton
Weaver, J. F., Bath
Webb, L. E., Fallowfield
Webb, W. G., Romford
Weston, H. C., Birkenhead
Whitwham, A. E., Huddersfield
Wing, P. D., Boston
Wright, G. S., Barnsley
Wright, Reginald, Wimbledon
Yates, N. A. E., Birkenhead

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary and Year-Book," 1936, p. 322.

(From "The Trade Marks Journal," September 23, 1936.)

Three Cheques ("Y.Y.Y. One" and "EE. E.E." disclaimed); for perfumery, etc. (48). By A. M. Hogarth, 143 Golders Green Road, London, N.W.11. 570,349. (Associated.)

"DUPAC"; for perfumery, etc. (48). By Helmar, Ltd., 23 South Road, Edgware. 571,056.

"JANET'S"; for perfumery, etc. (48). By J. Barker & Co., Ltd., Kensington High Street, London, W.8. 571,000.

"STACOMB"; for hair pomades (48). By Standard Laboratories, Inc., 113 West 18th Street, New York, U.S.A. 571,131.

(From "The Trade Marks Journal," September 30, 1936.)

"I P A"; for sensitized photographic films (1). By Ipa Photographics, Lambeth Palace Road, London, S.E.1. 567,409.

"DUPLAN"; for photographic chemicals, etc. (1). By Kodak, Ltd., Kingsway, London, W.C.2. 569,833. (Associated.)

"ZOLATE"; for photographic chemicals, etc. (1). By British Zonolite Products, Ltd., Orchard House, London, W.1. 570,606. (Associated.)

"ARIEL"; for photographic chemicals, etc. (1). By E. Wood, Ltd., 29 Stephenson Street, London, E.16. 571,127. (Associated.)

"FOLOSAN"; for fungicides (2). By Bayer Products, Ltd., Basinghall Street, London, E.C.2. 570,217.

"LEPIT"; for vermin destroyers (2). By Schering, Ltd., High Holborn, London, W.C.1. 571,069.

"ŒSTAB"; for veterinary chemicals, etc. (2), for medicinal chemicals (3). By Boots, Ltd., Station Street, Nottingham. 570,854/855. (Associated.)

"BIDOMAK"; for medicinal chemicals (3). By Douglas Drug Co., 12 South Terrace, Adelaide, South Australia. 567,142.

"MAMOR"; for medicated dental cements, etc. (3). By Mamor-Laboratorium Inh. G. Eckert und H. Mecklenberg, 46 Bismarckstrasse, Berlin-Wannsee, Germany. 569,271. (Associated.)

Staffallen's New London Warehouse

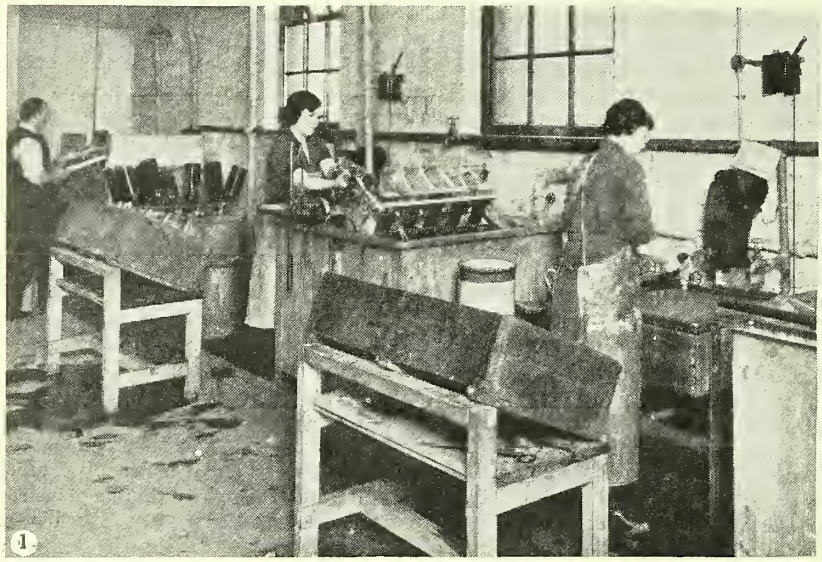
The Ardleigh Green departments of Stafford Allen & Sons, Ltd., return to London as the first stage in a concentration of activities at Wharf Road, City Road, London, N.1.

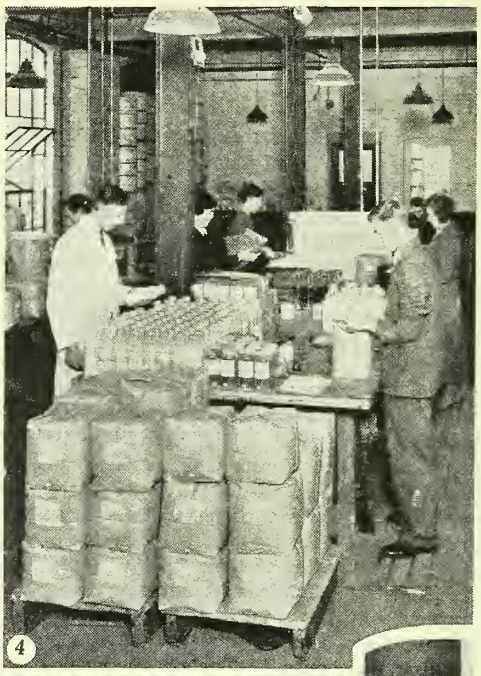
THE packing and dispatch warehouse of Stafford Allen & Sons, Ltd., is now fully installed in part of a large group of buildings in Wharf Road, City Road, in the borough of Shoreditch, London, N.1. A member of the editorial staff of THE CHEMIST AND DRUGGIST, who saw work in full swing in the occupied section, was permitted to see important operations proceeding in the remainder, in preparation for parts of the business at present housed elsewhere in London and in the country. What has already been completed represents the first stage in the process of centralising at one London depôt most of the activities of the organisation. A sentence in "A Century of Service," published to celebrate the firm's centenary in 1933, shows clearly that a London site giving room for expansion has been unsuccessfully sought in past years. "As there was a scarcity of sites in the metropolis," reads the statement, "a building was erected in semi-rural surroundings at Ardleigh Green, Essex. Manufacturing operations were carried on there for a period, but the premises for some years now have admirably served as a packing warehouse." To-day, an ideal site has been found in the Metropolis, strategically placed as to railheads, canals and highways, between the Wenlock Basin of the Regent's Canal and Wharf Road, Shoreditch, and capable of development far beyond present needs. In it the Ardleigh Green packing and warehouse departments are the first to find a home. To a visitor unfamiliar with the local geography it comes almost as a shock that, having proceeded from the Canal Bridge in City Road and entered the premises in Wharf Road, he is shown what appears to be another canal at the rear. The explanation is, of course, that neither this nor the City Basin is the canal proper, both being docks branching from it. In the long frontage of the buildings to Wharf Road there are three gateways, each opening upon a paved courtyard. At the first, new and returned "empties" are taken in, to commence a progressive career which culminates in their emergence, after filling with materials and preparations received at the second gateway, as the packed "Staffallen's" products at the third. Logically, the bottle-washing department should be the first in this chain of progress. Actually, however, a label-printing department interposes itself. Here many thousands of varieties of labels are overprinted in uniform style. The department possesses several platen machines and can show many excellent examples of two-colour printing to give proof of its practical value to the business. Once past the printing shop, production proper commences with the washing of bottles and jars, first in caustic soda, then in running water, followed by drying over the hot-air jets of Sutcliffe driers. The filling departments are sectionalised under the headings: drys; wets; essential oils; essences; fixed oils and ointments; extracts; insecticides, etc. Each section is connected to a main arterial gangway. Finished goods are picked up on conveyors, which take them to the forwarding departments for packing and dispatch. All packages bear a reference number from which can be traced the packer and checker, the receipt and examination of the raw material, details of manufacture and the analytical report. In addition to this there is an office stock card record system equally exhaustive in character. Each department, besides being arranged so that it fits in with the general progress of all goods through the works in one direction, is internally planned to minimise labour. Handling is reduced by dividing, instead of concentrating, bulk stocks in each department, placing the packing benches centrally. Mass-production methods are inapplicable to many activities of the business, but the various filling machines used are both up-to-date and ingenious. For example, a vacuum filler for powder, in use in the insecticide department, sucks the powder from a barrel into a hopper from which uniform amounts of powder are transferred, again by vacuum methods, into the containers. The process eliminates dissemination of the powder into the atmosphere. Another

A general view of the frontage of the warehouses to Wharf Road, City Road, N.1. In the foreground is one of the familiar chocolate and yellow motor vans of the company.

STAFFALLEN'S NEW LONDON WAREHOUSE

A Tour of the Departments

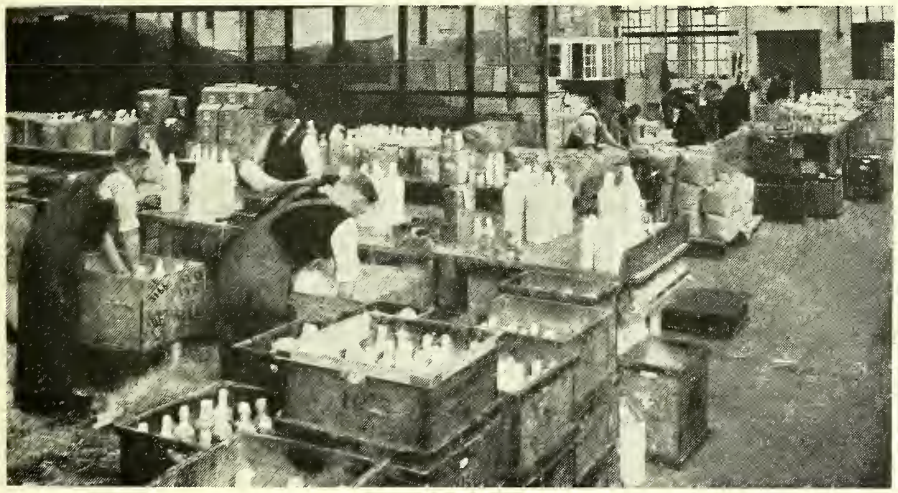


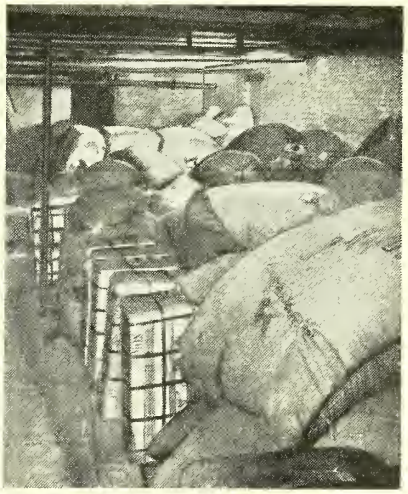


1. Bottle-washing. 2. Filling liquid disinfectants. 3. The essential-oil room. 4. The "drys" room. 5. Filling the larger powder containers. 6. Packing insecticide powders.

Left, *Filling room for "wets."* Right, *The fixed oils and ointments filling room ; in the background, right, kaolin poultice is being weighed into printed containers.*

machine, gravity-fed, is used for larger containers, where the powder must be shaken down. Here, spreading of the powder is prevented by localised suction-openings, while masks are worn by the workers. Stainless steel utensils are widely used throughout the works. The buildings are heated by overhead pipes and hot-water radiators, while overhead electric fans in certain departments project the warm air (or, in summer, cool air) on to the workers below. The " D.D.A. room " is an inner metal cage of the poisons room, itself a subsection of the wets room. A white-tiled first-aid room, with associated rest rooms, is of sufficient capacity for five hundred employees. An immense cool basement provides storage for countless bales of crude drugs and containers of essential oils, tinctures, etc. It has been suggested that it may also be called upon to provide shelter in the event of air raids. It is understood that future extensions are probable which will ultimately take in the drug-grinding and distillation plants and the offices at present at Cowper Street. When this occurs, there will be broken a century-old association with the premises in which the business commenced. Ever since William Allen recommended his nephew Stafford, a Bedfordshire miller, to enter the drug-grinding business, there has been in the organisation he founded a strong rural, as well as urban, association. Thus there have always been, first at Ampthill, Bedfordshire, and subsequently at Long Melford, Suffolk, materia medica farms and distilleries. The chairman of the British Pharmaceutical Conference, 1936, himself a member of the organisation, revealed in his chairman's address what importance had been attached to this side of the business, and it may be accepted that so long as there is a demand for Staffallen's English drugs and oils of lavender, peppermint, dill, chamomile and others, so long will the farms and distilleries at Long Melford continue to operate.





Left, *Home and export packing departments.* Right, *A basement store of crude drugs.*

Trade Notes

G. B. S. RAZORS AND BLADES are obtainable from G. & R. B. Smith, Ltd., 62 Robertson Street, Glasgow.

POWDER PUFFS.—Furtex fur puffs and Swantex down puffs are manufactured by N. & F. Kahn, 11 Pentonville Road, London, N.1. Attractively packed, and available in assorted colours and designs, these puffs make suitable Christmas presents. A leaflet giving details of a free puff stand offer will be sent on request.

MASONA.—Newball & Mason, Ltd., Nottingham, have placed on the market under the title Masona a drink which is stated to have a soothing effect and so promote healthful slumber. The packing of Masona is shown in the illustration herewith. The product, which is made from herbs, is said to be easily digestible.

PIFCO CATALOGUE.—Provincial Incandescent Fittings Co., Ltd., Watling Street, Manchester, have sent us a copy of their new illustrated price list, dealing with, among other matters, everything electrical. This will be of considerable interest to chemists who sell torches, batteries and similar articles. The company also issues some attractive show material for such products. For chemists who do not light and heat their pharmacies by means of electricity there are references to a wide range of oil heaters and other accessories.

TOWNSEND'S TOPICAL SLIPS.—James Townsend & Sons, Exeter, have drawn our attention to their series of small showcards and window slips that they have prepared for chemists. These are specially suitable for winter and Christmas trade. Further details and sample will be sent to anyone who writes for them.

NASAL SCRIPT.—Potter & Clarke, Ltd., Artillery Lane, London, E.1, have recently introduced a new inhalant for the treatment of colds and similar affections. This product, which is attractively packed, is shown in the accompanying illustration. According to the formula, Nasal Script contains, among

other things, ephedrine, menthol and camphor. The bottle has a screw cap incorporating a dropper. Further details of this preparation and a copy of the company's new price list of their packed goods and specialities will be sent to chemists on request.

GRASSHOPPER, LTD., 9 Bromell's Road, London, S.W.4, announce a new size of Grasshopper ointment.

ASMOLIN.—D. Mawdsley & Co., Riga Street, Shudehill, Manchester, are supplying an attractive showcard (12 in. by 7½ in., a convenient size for counter display) which draws attention to the medicinal value of their Asmolin tablets. It is shown in the accompanying illustration. Asmolin tablets, which are for the treatment of asthma, catarrh and bronchitis, are likely to be in great demand during the winter months.

TAPE PRINTING MACHINE.—Parcelads, Ltd., Salisbury House, London Wall, E.C.2, are offering a machine which automatically prints a message on wrapping tape, so that it can be used for advertising purposes. This self-printing and damping machine offers the simplest means of quick-change advertising. Demonstrations will be given on request.

HALIBUT-LIVER OIL.—H. R. Napp, Ltd., Clements Inn, London, W.C.2, are specialising in the sale of high-grade halibut-liver oil in bulk. The sample which Messrs. Napp have sent to us is almost free from odour and taste.

ANDREWS LIVER SALT.—Scott & Turner, Ltd., Gallowgate, Newcastle-on-Tyne, are now issuing tins of Andrews Liver Salt sealed by means of a dust-proof and damp-proof cellophane cap. Also the lid of the tin has been domed and measures

exactly a teaspoonful of the product itself. These points are of special interest to the public, while for the chemist there is the announcement of the Andrews winter bonus. The above illustration shows some of the latest show material issued by Messrs. Scott & Turner.

RADIO MALT DISPLAY.—The British Drug Houses, Ltd., London, N.1, are issuing some attractive new display material for Radio Malt. This will be sent to any pharmacist on request.

GECORAY REFLECTORS.—The General Electrical Co., Ltd., Magnet House, Kingsway, London, W.C.2, elsewhere in this issue call attention to the value of their Gecoray system of floodlighting displays. The reflectors are guaranteed for a period of five years. Any of our subscribers interested should write for a copy of Folder F 3435.

Births

Notices for insertion in this column must be properly authenticated.

IMRIE.—At Glenview, Tillicoultry, on October 8, the wife of Edward E. Imrie, M.P.S., of a son.

Marriages

HAWORTH—ARNOTT.—At King's Road Methodist Church, St. Anne's-on-Sea, on September 28, Arnold Haworth to Margaret Helen, elder daughter of Mr. D. Arnott, chemist and druggist.

IBBOTSON—BUTLER.—At St. Paul's Church, Harringay, London, N., on October 4, Edwin Ibbotson, M.P.S., Catford, London, S.E., to Barbara A. Butler.

LUMB—CARR.—At St. Mary-le-Gill Church, Barnoldswick, on September 30, Raymond Hanson Lumb, M.P.S., son of Mr. W. Lumb, Ph.C., Sowerby Bridge, to Winifred Carr.

Silver Wedding

FOSTER—HICKMAN.—At Swalecliffe Parish Church, Kent, on October 18, 1911, by the Rev. G. J. Emmerson, rector, James Foster, M.P.S., Croydon, to Alice G. Hickman, "School House," Swalecliffe, Kent. Present address: "Ribblesdale," Poulton-le-Fylde, Lancashire.

Deaths

BUCHANAN.—On October 11, Sir George Seaton Buchanan, C.B., M.B., B.S., late Senior Medical Officer of the Ministry of Health, aged sixty-seven. Prior to the formation of the Ministry of Health Sir George Buchanan was chief assistant medical officer of the Local Government Board. He did distinguished work in medicine, largely of an international character, during and after the war of 1914-18.

LAIDLAW.—At St. Mary's Hospital, Rye Hill, Newcastle-upon-Tyne, on October 8, Mr. George William Laidlaw, M.P.S., aged twenty-four. For the past two years Mr. Laidlaw had been with Hall, Forster & Co., Ltd., Temple Street, Newcastle.

THOMAS.—On September 15, Mr. William Thomas, chemist and druggist, Gorseinon, aged fifty-seven.

Business Changes

MR. H. WHISTLER, chemist and druggist, formerly in business at 1 Balderton Gate, Newark, has removed to larger premises at 15 Carter Gate.

MR. RICHARD CLITHEROW, chemist and druggist, has purchased the business of Mr. A. J. Ferriday, chemist and druggist, at 137 County Road, Walton, Liverpool, 4.

MR. W. EDGAR SAMWAYS, chemist and druggist, St. Mary's Pharmacy, Gillingham, Dorset, has taken into partnership his brother, Mr. Ernest R. Samways, chemist and druggist. The business will be carried on under the title of W. E. & E. R. Samways.

GEORGE KING & CO., LTD., Albion Food Mills, Kingsbury, London, N.W.9, have acquired the proprietary and manufacturing rights of Eustace Miles Food Co. (1921), Ltd. Production of the Eustace Miles products will be carried on at the Albion Food Mills.

BOOTS, LTD., took over from Mr. H. Fingerhut, chemist and druggist, on October 12, the Metropole Pharmacy, Abingdon Street, Blackpool. In consequence of the recent fire at their central Blackpool premises, they have opened a new temporary headquarters at the corner of Church Street and Temple Street.

Personalities

COUNCILLOR ASHLEY T. WEBB, a director of Sangers, Ltd., is Mayor-elect of Hertford. Councillor Webb previously filled the office in 1931.

MR. NORTHAM WARREN, president of the Northam Warren Corporation, New York, is celebrating the twenty-fifth anniversary of Cutex, launched in 1911. This silver jubilee is of considerable interest, as for the past two decades about 90 per cent. of the advertising of manicure preparations has been done by Mr. Warren and his corporation. Of recent years he has taken up with characteristic thoroughness the task of teaching women how and when to use deep shades of polish. Mr. Warren personally directs his factories and filling stations in England, France, Germany, Australia, Brazil, the Argentine and Mexico. The latest Cutex creations are "smoky" shades such as old rose, rust, mauve and robin red; and the enormous range of manicure articles now sold throughout the world under the name of Cutex is well known. The founder of this world-wide business is a slim man of charming personality. He is a keen golfer and yachtsman, and his home at Garden City, New York, contains an imposing collection of yachting trophies. His reputation on the sea is being upheld by Mr. Northam Warren, jun., who is now at Princeton University.

MR. NORTHAM WARREN

Coming Events

Monday, October 19

Paisley and District Chemists' Association, Y.M.C.A., Paisley, at 8 p.m. Address by Mr. E. J. Schorn.

Tuesday, October 20

Peterborough and District Chemists' Association, Angel Hotel, Peterborough, at 8.30 p.m. Annual meeting.

Thames Valley District Pharmacists' Association and Branch, Three Fishes Hotel, Richmond Road, Kingston-on-Thames, at 8.45 p.m. Mr. E. A. Atkins on "The N.P.U. and Current Pharmaceutical Affairs."

North London Pharmaceutical Association and Branch, North Library, Manor Gardens, Holloway Road, N.7, at 8.30 p.m. Mr. H. E. Chapman (secretary of the P.A.T.A.) on "The Medicine Stamp Duty."

West Middlesex Chemists' Association and Branch, Eden's Restaurant, High Street, Ealing, at 8.30 p.m. Mr. J. Hearle (member of executive, N.P.U.) on "Current N.P.U. Topics."

Wednesday, October 21

Pharmaceutical Society, Exeter and District Branch, Rougemont Hotel, Exeter, at 3.30 p.m. Dr. W. A. Robb on "Immunity and Immunisation."

Pharmaceutical Society, West Ham and Eastern District Branch, Church Hall, Meeson Road, Portway, West Ham, at 8.45 p.m. Mr. W. Deacon (a member of the Society's Council) on "X-Rays in 1936." Light refreshments from 8.45 to 9 p.m.

Liverpool Chemists' Association and Branch, Adelphi Hotel (Brownlow Hill entrance), at 7.30 p.m. Mr. H. Antcliffe will appeal on behalf of the Pharmaceutical Society's Benevolent Fund. An entertainment will follow.

South-West London Chemists' Association and Branch, Café Royal, Regent Street, London, W.1, at 6.30 p.m. Annual dinner and dance. Dinner at 7 p.m. prompt. Tickets, 12s. 6d. each, from the social secretary.

Manchester University, Pharmacy Past Students' Association, The Manchester Limited, Cross Street, at 8 p.m. Seventh annual reunion; reception and dinner-dance. Tickets, 5s. each, from the secretary or any committee member.

Drug Trade Appeal Fund, The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, at 3.30 p.m. Biennial meeting of subscribers.

Edinburgh Chemists' Golf Club, Plaza, Edinburgh. Annual whist drive and dance.

Guild of Public Pharmacists, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Mr. Norman Evers on "Fish and Pharmacy."

Telegrams: "Atoleine Sedist, London."

Telephone: Bermondsey 1141

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PRACTICAL METHODS OF URINE ANALYSIS. Price **4s. 3d**
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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

B/14. Cambuzyl
B/14. Challenger hot-water bottle
B/14. George Baton's cough mixture
B/20. Guardian tooth brushes
B/14. Guardsman leg bandage
M/14. Kaosyl
B/14. Kosso cream
S/85. Magnet brand caustic potash
F/90. Melcinarium
B/13. Phœnix brand bismuth dyspepsia tablets
E/14. Photosensin
E/14. Tetromag

THE
CHEMIST AND DRUGGIST
VOL. CXXV. October 17, 1936 NO. 2958

Interpreting a Pharmacopœia

A STEP has been taken by the United States Pharmacopœia Revision Committee that may have important results. In collaboration with "The Journal of the American Medical Association," it has planned a series of twenty-four fortnightly articles "for the purpose of extending information concerning the official medicines." At the time of going to press only the first three of the articles have reached us; but the scheme has been outlined in sufficient detail to indicate its salient features. It will strike British readers as curious that, according to Dr. Walter A. Bastedo, the author of the first of the articles referred to, the physician in the United States "does not need to add the Pharmacopœia to his library": the promoters of the twenty-four articles, however, intend that he shall know enough about the U.S.P. XI from at least one point of view. In the second article, Mr. E. Fullerton Cook discusses with lucid frankness the causes of the present-day decline in prescribing. He points out that the U.S.P. Revision Committee has had before it the ideal that "only simple or basic substances or at least only concentrates of these . . . should receive pharmacopœial recognition." This ideal, if carried out rigorously, would lay on the prescriber the task of combining such substances when more than one was needed in the same prescription. But the physician, unfamiliar with suitable flavourings, colourings and so forth, and with "the pharmaceutical problem involved," tends to order something ready-prepared instead of to prescribe. The medical student has little opportunity for practice in prescription-writing: this fact is being recognised and training amended accordingly. "It is proper," adds Mr. Fullerton Cook, "that the patient should pay for the medicine and that it should not come out of the physician's fee." The third article, by Drs. F. Wise and J. Wolf, is devoted to dermal parasiticides, and includes twenty-five prescriptions.

We have so far given a very bare summary of this campaign for familiarising United States medical men with the contents of their Pharmacopœia, because we desire to call attention more especially to the role that pharmacists are invited to fill in the general scheme. We quote from the "Suggestions to Pharmacists who are Co-operating . . ." circulated by the Committee of Revision :—

The A.M.A. Journal—Subscribe personally to the Journal of the American Medical Association : When talking with physicians about the U.S.P. article which has just appeared in the Journal you may wish to refer to other articles in the same issue. Besides for a proper background upon which to build a professional relationship with your medical associates, you should read this Journal regularly. It offers many other helpful suggestions to you as a pharmacist. . . .

As each article appears in the A.M.A. Journal read it carefully yourself before presenting reprints to physicians. . . . divide up the territory and reach the largest number of physicians, through a well-planned group programme. This should be developed by a local pharmaceutical organisation established, if that is necessary, for the extension of this information.

If possible, on an early visit, hand the physician one or more of the prescriptions suggested in the A.M.A. articles and compounded in your own pharmacy. It is suggested in presenting these prescriptions that they be placed upon their own merit. They have the recommendations of leading medical specialists concerning therapeutic treatment, and the therapeutic agents suggested have been selected by eminent physicians as important medicines of to-day. They need no apology or comparison. Merit, not price, should be the basis of recommendation. . . .

Plans for an exhibit, supporting each article and suitable for the headquarters of county medical societies, or for hospitals, will be issued each two weeks, when the reprints are released. The pharmacists who are co-operating in the distribution of this information should arrange to install these exhibits, regularly. They will be especially effective in hospitals, and should be placed where the visiting staff of physicians and the internes and nurses may see them.

Among the supplementary notes are a recommendation of membership of the American Pharmaceutical Association (the September issue of the Journal of which commends the scheme) and terms for reprints of the articles. The outcome of this ambitious experiment will be awaited with interest.

Grey Powders and Common Sense

IF an object-lesson was needed in the administration of the Adulteration Acts, it is provided by the report of the proceedings at Kensington Petty Sessions set out on p. 401 of our issue of October 10. Incidentally, the Kensington Borough Council has provided so many similar object-lessons in the past that if we were looking for one we should turn to an index containing their achievements as the most expeditious way of finding what we required. There must be an atmosphere of a peculiar kind in their "sampling" department which disturbs the perspective of successive officials and makes them choose the most unfortunate and absurd subjects for prosecution; for this kind of thing has happened there before, and more conspicuously than in most London boroughs. Many of our readers will probably remember a case reported in our issue of March 10, 1923, in which Boots, Ltd., and seven other defendants were summoned for alleged inaccuracies in dispensing: Messrs. Boots, through their advocate, obtained the dismissal of the charge against them, with £10 10s. costs, but the Borough Council's solicitor was allowed to withdraw the other summonses without an order for costs. It is to be hoped that a borough which has a pharmacist as one of its councillors and, if we are not mistaken, the wife of a pharmacist on its magisterial bench, may in the fulness of time acquire the wisdom to see itself as others see it.

Here, in the present instance, is a prosecution launched against four pharmaceutical establishments without any shadow of excuse and without any conceivable object connected with the protection of the public. As was pointed out by counsel for the defence, a local authority is charged with the duty of protecting the public, not with the duty of obtaining convictions. If a chemist, on being asked for grey powders, was negligent enough to do what the prosecution suggested he ought to do, he might endanger the life of a child. Instead of that the chemist—trained as he is to the duty of protecting the public, even against the occasional errors of medical men—inquires the age of the person to whom the powder is to be administered and dispenses it in suitable strength and in palatable form. For doing this he is prosecuted; and the sampling official is obliged to admit in cross-examination that he knows all about the established practice by which the public are protected.

There is another aspect of the matter which ought to be pressed home at the present time, when so much discussion is going on as to the scope of the duties of unpaid lay magistrates. Kensington ought to be provided with a legally qualified stipendiary magistrate. The costs of

defending these proceedings were stated to be between £50 and £60. But the acting chairman of this lay Bench, in allowing only £21 costs, gave two mitigating reasons for this reduction which, when examined, will be seen to be no real mitigation at all. One was that although the authorities were wrong in instituting the prosecutions they had a "perfect right" to do so; the other that three of the cases were withdrawn (when the whole preposterous series was shown by the evidence in the first case to have no substantial foundation). This haphazard method of dealing with costs ought to cease; whenever costs are awarded, on either side, they should be taxed on a proper scale as in civil and appeal procedure.

Chemical Manufacturers' Activities

THE report presented to members at the twentieth annual meeting of the Association of British Chemical Manufacturers could not have failed to give almost entire satisfaction; as in most former years it was a modest and brief story of effort and a record of further successes achieved, all benefiting the industry. That this "Key" industry is to-day so well established on a sufficiently broad basis as to make the country practically self-reliant, should the necessity arise is, to no small extent, due to the activities of the A.B.C.M. during the past twenty-five years. In one respect the association has been particularly fortunate. We refer to its leaders: succeeding chairmen have been practical men of the industry, and of outstanding character and ability, such as, for instance, Dr. E. F. Armstrong, Mr. Charles A. Hill, Dr. F. H. Carr, and this year's chairman, Mr. E. Wallace. And yet, possibly, even greater credit is due to that genius of organisation, Mr. W. J. U. Woolcock, the first general manager: the fruits of his work over nearly twenty years are now reflected in an industry of the first national importance. The work, ever widening in scope, has been carried on for the past six or seven years under what may be termed the relentless drive and set purpose of Mr. J. Davidson Pratt. His success in protecting his members' interests in regard to the Pharmacy and Poisons Act is a notable achievement. They have been ably assisted by Mr. Drake and Mr. Holden. The chairman, in his address to members, was somewhat critical as to the recent volume of chemical imports and suggested that a great deal of the materials imported might have been obtained from home sources. It is not for us to say where the fault lies, if fault there be, but we would point out that the chemical industry is receiving a greater amount of protection than most other industries of first importance. The experience of the past few years has made it clear that import duties, even when they are as high as 33⅓ per cent. *ad. valorem*, do not necessarily mean the stoppage or diminution of imports. There are such things as international commercial arrangements, usually referred to as conventions. As we see it to-day, the great thing is that the industry is not open to attack wholesale as it was prior to 1921, and we are not sure that a moderate amount of competition is not a healthy stimulant to the home manufacturers. The chairman's remarks on the subject of imports of chemicals from Empire sources were no more than reasonable: the matter will no doubt receive consideration at the forthcoming revision of the Ottawa Agreements. In the evening the Press attended the Association's dinner on the understanding that the speeches were not to be reported. In the circumstances this embargo was justified.

After the Meeting

By Œnophus

IT is only after the official proceedings at branch meetings have terminated, and members are relieved from the tension of public speech, that their true state of mind is revealed on the way home or in the smoking room. For instance, at our branch meeting the other night we solemnly debated in public the pros and cons of such well-worn themes as the sale of proprietaries, the C.F. scheme and the practical value to the pharmacist of the study of biochemistry, whereas I found afterwards that the burning questions in the minds of members were quite others. What my brethren really wanted to know was what the Council of the Pharmaceutical Society and the Executive of the National Pharmaceutical Union were doing to protect the chemist against scurrilous newspaper attacks in future; what influences the minds of the Council in the matter of co-option; and why they are so afraid to reveal the "occupation" of Council candidates.

"Must chemists always be trodden on," said one, "and when attacked turn the other cheek?" The metaphor was mixed, but the sentiment was clear. "I expect we shall now be put off with the excuse," said another, "that we must wait until a suitable counsel has been selected to advise on the revision of the Society's constitution." "And if, by that time," replied the sarcastic one of the party, "pharmacy has any constitution left, counsel, when selected—say six months hence—may advise at the usual fee—and refreshers. And that will be all."

I was rather surprised to find so many of my fellow members eager to know who was to be co-opted in place of the late Mr. Dick, a man of original ideas and independent mind; and the announcement of the Council's selection gave everyone the appropriate shock. "Non equidem invideo, miror magis," quoted our Virgilian colleague in this connexion.

But the decision of the Council to flout the instruction of the branch delegates at Bournemouth regarding the occupation of Council candidates called forth the liveliest criticism. It was perfectly evident to anyone present at the Bournemouth debate that the Powers that Be were thoroughly perturbed at their defeat. It was scarcely anticipated, however, that the Council would turn down the proposal in such a contemptuous fashion. The "reasons" given for "not putting into effect" the instruction were all threshed out at the Bournemouth meeting, and were rejected by a large majority. There was complete accord among my colleagues that Lancashire was not likely to take kindly to this direct snub.

Proprietaries in India

THE "Times of India" of September 2, 1936, reports an important decision on trade mark infringement given by a full bench of the Bombay High Court. The question at issue was: "What is the starting point of limitation under Section 15 of the Merchandise Marks Act, in a case where it has been proved that the offence of infringement of a trade mark has been a continuing one? Does time run (*a*) from the particular instance of an infringement specified in the charge, or (*b*) from the date of the first infringement or first discovery of infringement, whichever expiration happens first?" The Court ruled that in all cases the starting point of time is the date of the offence charged. Chhotalal Amarchand was charged with putting on the market a preparation called "Sanghavi's Gripe Mixture," the bottle, wrapper and label of which were a colourable imitation of "Woodward's Gripe Mixture." The accused produced evidence to show that he had been manufacturing the mixture since 1931, and the magistrate held that the prosecution was time-barred, the offence having been committed more than three years previously. An appeal was filed with the High Court. After sending the case back to the magistrate to obtain a finding on the facts, the case was ultimately submitted to a full bench. Giving judgment, the Chief Justice said: "There is nothing as far as I can see in the context of this Act to show that the legislation did not mean what the section says." His Lordship ruled that in all cases the starting point of limitation under the section was the date of the offence charged.

Pharmaceutical Society of Northern Ireland

Annual Meeting

THE eleventh annual meeting of the Pharmaceutical Society of Northern Ireland was held on October 5 in the Society's offices, 73 University Street, Belfast, the vice-president (Mr. Samuel Gibson) presiding in the absence of the president (Mr. W. S. Taylor). There was a large attendance of members of the Council, but the number of general members present was small. Among those present were Messrs. W. C. Tate, J. T. Nicholl, H. F. Moore, John McGregor, Fred Storey, Charles Abernethy, James McDowell, William Martin, J. W. Gray, S. H. Forrest, J. A. Brown, S. C. Hogg, Dr. S. E. A. Acheson and Mr. D. L. Kirkpatrick (secretary). Apologies for absence were announced from the president, Mr. R. I. Edwards, Mr. H. Lancashire, Mr. S. S. Badger and Mr. Theo Harper.

Council Election

THE CHAIRMAN declared Messrs. John W. Gray, W. C. Tate, and John McGregor elected members of the Council, they being the only candidates nominated. Two associate druggists, Mr. William Martin and himself, had been returned as druggists' representatives. There was still a vacancy in the pharmaceutical section, which would be filled in due course by the Council. They welcomed Mr. McGregor as a new member.

MR. MCGREGOR, returning thanks, said he wished also to thank those who stood down when he was nominated.

MR. TATE, MR. GRAY and MR. MARTIN also returned thanks.

Presidential Address

THE CHAIRMAN expressed regret at the absence of the president, who was unable to get away from Enniskillen. He proceeded to read the presidential address, in which Mr. Taylor said he was sorry to have to report that since last meeting death had removed three members of the Society, Messrs. John Abernethy, Belfast (registered in 1877), Walter Vivian Bates, Omagh (1890), and William Howard Madden, Belfast (1884).

The Society had had a very successful year financially, there being a surplus of £768 of income over expenditure, and investments now stood at £6,224. During the year eleven meetings of the Council, seven meetings of the Education Committee, three meetings of the House Committee, and one meeting of the Law Committee were held. The number of students entering for the Society's examinations was still increasing. During the year there were 125 students entered for the Preliminary Scientific examination; 25 passed, 49 were referred, 45 failed, and 6 were absent. Eighty-one entered for the Final examination; 34 passed, 37 were referred, 45 failed, and 4 were absent. Forty-one Preliminary Certificates of Apprentice to a Pharmaceutical Chemist were issued, an increase of one over last year; 25 Preliminary Scientific Certificates, 11 less than last year; 34 Final Examination Certificates, an increase of 12 over last year. (Licences issued during the year ended December 31, 1935, referred to by the chairman, were printed in our issue of July 5, p. 34.) During the year they registered under their reciprocity agreement Mr. L. H. V. Longmore, Ph.C., Christchurch, New Zealand. Mr. Longmore's father originally carried on business as a pharmaceutical chemist in Dromore, co. Down, before migrating to New Zealand, where he was still in business.

In September the Council held their meeting in Londonderry. After the business, the members of the Council and their lady friends were invited by the members of the Londonderry Chemists' and Druggists' Association to go for a motor tour through the Innishowen Peninsula, co. Donegal. The party numbered sixty and were honoured by the presence of the Mayor of Londonderry, Captain J. M. Wilton, and Mr. John Maxwell, an ex-president of the Society. The Council were deeply indebted to their Londonderry friends for their generous hospitality and cordial reception, and to the Derry ladies for their kindness in looking after their lady friends.

The British Pharmaceutical Conference was held in Bournemouth in June. The members of their Society were cordially received by their Bournemouth friends, and spent a very happy time. Only four of the original members of the Council nominated by the Government were still in office, Messrs. S. S. Badger, J. E. Connor, Dr. S. E. A. Acheson, and Sir Thomas McMullan.

They had still the vexed question of the sale of agricultural and horticultural poisons by hardware merchants, grocers and seedsmen in towns where there were sufficient chemists to supply all the demands. There was also the matter of B.P. preparations and proprietary lines and toilet articles sold by grocers, etc., and last but not least the limited company snag of qualified men covering shops where the directors were not qualified, they not holding even a share in the company, and in some cases some of their own members allowing their names to be used as superintendents of corporate bodies. To get those hardships to their profession made right would require an amended Act. He thought they did not want the 1933 Pharmacy and Poisons Act of Great Britain; they had enough trouble as it was. Great tact and diplomacy would be required in approaching the Government and asking them to protect their profession from the encroachment of unqualified traders.

The reports of the examiners had not been satisfactory. They seemed to think a great number of the candidates came forward without being sufficiently qualified. His own view was that many candidates came forward too young.

Mr. Gibson, in closing, referred to the founding of the Chemists' Benevolent Fund in Northern Ireland. He regretted that the response to the invitations to the meeting was not encouraging. Over 1,000 invitation were sent out and less than twenty people attended. They had, however, set up a Committee which had the matter in hand. He thought the fund should be in the control of the Pharmaceutical Society. In so doing they would be in line with the Society in Great Britain and the Irish Society in Dublin. That, however, was a matter more for the Committee that had been formed.

Treasurer's Report

MR. S. H. FORREST (treasurer) submitted the financial statement, which showed a surplus of £768 on an income for the year of £2,123. The balance sheet showed that the Society's assets were valued at £12,549, including £6,224 investments. The principal sources of income were:—Licences £807; examination fees £833; interest on investments £209. The income for the previous year was £1,949 and the expenditure £1,145. Mr. Forrest said the report was very favourable, and one of which any business concern might be proud.

MR. TATE moved and MR. GRAY seconded the adoption of the treasurer's report.

Discussion

MR. HOGG asked why the expenses for the Bournemouth Conference were so much more than those of the previous year.

THE SECRETARY said that the previous year's Conference was at Belfast. In reply to Mr. Storey, he said that 107 members were still in arrears with their subscriptions.

MR. STOREY thought the depreciation should have been shown on the University Street property of the Society.

THE SECRETARY said he would bring the matter before the auditors.

MR. STOREY asked if suggestions made at the last meeting regarding the return of portion of the subscriptions and the cost of apprentices' education had been covered by the Council. He thought they should encourage the idea of a courtesy visit from the Society in Dublin, and that the Council should meet in other provincial centres as well as Londonderry. As to limited companies, he had put forward a clause that the qualified man should own at least half the shares, but he got no support at the time and the clause was withdrawn.

MR. TATE: Was it the Government that turned that down, or was it through our own colleagues, as it were?

MR. STOREY: Through our own colleagues. There was a want of agreement at that time. Mr. Storey went on to deplore the small attendance at that meeting. It was, he said, very hard to get members to turn up at meetings, and they had had the same experience at the Benevolent Fund meeting. He congratulated the Society on the balance sheet, but predicted that the examination fees would drop. It would be a problem in future to know what all the qualified men coming forward would do.

MR. ABERNETHY said that the reduction of the licence fee had been discussed by the Council; he then suggested that

each member should get a guinea back, but Mr. Storey then told him that would not be judicious. Mr. McDowell had also brought the matter up, but it was the leading from the chair at the last annual meeting that kept the Council from doing anything.

MR. STOREY said he had not encouraged the idea at the last annual meeting as the surplus was going down. He went on to criticise the holding of a Finance Committee meeting on the day after the last annual meeting. He was president then and was not notified about the meeting. That meeting, he considered, was irregular and illegal.

MR. MOORE asked how they would deal with men who put up "M.P.S." and were two years in arrears.

THE CHAIRMAN said it was the intention of the Law Committee to prosecute in such cases. Several had already taken them down when their attention was drawn to it.

MR. ABERNETHY: Are they notified they are off?

THE SECRETARY: They get a special letter.

MR. FORREST: Can they still call themselves pharmaceutical chemists?

THE SECRETARY: Yes.

MR. MOORE asked how men could run a pharmacy and at the same time hold a position as apothecary or dispenser to poor-law unions.

THE CHAIRMAN advised Mr. Moore to bring the matter before the Law Committee.

DR. ACHESON, referring to the point raised by Mr. Storey, said there should be no meeting between the annual meeting and the election of a new president. In the case of a resignation they were in a state of suspended animation.

THE SECRETARY said that in case of resignation the legal opinion was that there was no president after the annual meeting until his successor was appointed at the next Committee meeting. They had a vice-president to act in the meantime.

MR. STOREY thought he should have an apology. They could bring the matter up at the next meeting, and he would attend if they liked. The financial report was adopted.

APPRECIATION OF SERVICES

THE CHAIRMAN referred to the retirement of Mr. Taylor (president) and Mr. R. I. Edwards (a past-president). They had served the Society well for a long period of years, and he thought an appreciation of their services should be placed on record.

MR. ABERNETHY said both gentlemen had been members of the Society since its inauguration. They had done their work enthusiastically and in the right way. No man could please everyone, but these two retiring members had always acted straightforwardly. He moved that an appreciation of their services be recorded on the minutes.

MR. STOREY, in seconding, said both gentlemen had taken a deep and lively interest in the affairs of the Society. Mr. Edwards had been treasurer for a time and also president, and Mr. Taylor had been president last year.

The resolution was passed unanimously, and the meeting ended with a vote of thanks to the chairman.

Irish Drug Association

Annual Meeting

THE annual meeting of the Irish Drug Association was held at Jury's Hotel, Dublin, on October 12, Mr. T. C. Scott (president) in the chair. In addition to a big muster of Dublin members provincial association representatives were present from Limerick, Wexford, Westmeath, Portlaoghise, Galway, Kildare, North Leinster and other centres. Apologies for inability to attend were received from Messrs. A. R. Lester, Cork; A. Pitt and L. Hutchinson, Waterford; T. J. Burke, Cavan; D. J. O'Hanlon, Cork; and H. J. Sumner, Dublin.

TREASURER'S REPORT

MR. G. A. MCLEAN LEE (treasurer), submitting his report for the year ended September 30, 1936, said he was sorry to report they had an adverse balance again this year. The figures were such, however, that he thought they might feel comfortable.

Subscriptions were £887, against £601 for last year. Revenue from advertisements in their Price Lists came to £115, against £2 last year. The income from Price Lists was £6. Interest on conversion stock came to £27, compared with £30 last year. The slight fall in this revenue was due to the fact that during the second half of the year they had to convert their 5 per cent. National Loan into 4 per cent. conversion stock. The total income for the year came to £1,039. On the expenditure side the secretary's salary came to £192 and the organiser's salary to £253. The organiser's travelling expenses came to £148, against £99 for the previous year. The Committee's travelling expenses came to £20, against £12. Postages and telephones were £92, against £58. Printing and stationery came to £343, against £61. Legal and audit charges came to £65. This figure included legal costs amounting to £58 odd in connexion with the registration and drawing up of rules under the Trade Union Acts, and would not be recurrent. The sum of £5 5s. was subscribed to the Pharmaceutical Society's Benevolent Fund, while sundries came to £26, against £43. That gave a total expenditure of £1,165, an excess of expenditure over income of £125. This was not so serious as it looked when it was remembered that they had had a year of great activity. They had increased their subscriptions by £286 odd, and increased their membership. Expenses had to be incurred to get new members, but he did not think those expenses were likely to go any higher. In the coming year they would save £150 by not printing Price Lists, and they would save the £58 incurred in legal expenses. The balance sheet showed cash on deposit at the bank £382. Their investments in 4 per cent. conversion stock at cost price were £587. These investments were worth more. Sundry creditors came to £72, and subscriptions in advance £15. The capital last year stood at £948, and their present capital at £823.

MR. R. A. WILLOUGHBY (Bray) proposed the adoption of the treasurer's report and statement of accounts.

MR. P. A. BRADY (Dublin), seconding, said his only regret was that they had not enough money to spend for the last three or four months of the year, with the result that they could not send their organiser to the country as much as they wished. It was for this reason he proposed a membership fee of £2 2s. last year. He would like to have the feeling of the meeting on adopting this proposal now.

THE CHAIRMAN said they had better keep the subscription unchanged for another year. At the end of that time, if they had another adverse balance, the matter could be reconsidered.

MR. E. MACMAHON (Dublin) suggested that the amount spent on the organiser's expenses could be reduced if the local associations sent up representatives to the Committee meetings in Dublin. The country could be divided into five areas, and a representative sent from each area. Except from Westmeath they had not a provincial representative at any of their committee meetings.

MR. J. B. BOLGER (Portlaoghise) suggested that there should be subcommittee meetings of the local associations to deal with prices as they affected chemists locally. The Committee meetings in Dublin were rather out of touch with provincial needs. In certain parts of his area there was price cutting going on by chemists not members of the I.D.A.

MR. J. GORRY (Naas) said at the last general meeting Mr. Whelehan was to take up the question with the provincial associations of having prices fixed for bulk supplies of veterinary lines, but that had not been done.

MR. J. K. WHELEHAN (Mullingar) said he had asked for a list of prices from each of the provincial secretaries, but Galway was the only area furnishing a list. In Dublin the difficulty arose that people outside pharmacy were selling those lines. The feeling was that it would be a mistake to incorporate prices in the List for those goods, and that each area should keep itself free to fix prices. In Westmeath they felt they had got a fair crack of the whip from the I.D.A., and if, as had been suggested, Dublin members got more benefit out of it, this was due to the fact that country chemists did not take sufficient interest in the Association.

MR. H. P. HICKEY (North Leinster) said he wished to refute Mr. MacMahon's suggestion that there was lack of co-operation on the part of the provincial associations with Dublin. As a representative of a provincial association he was not invited once to attend a Committee meeting in Dublin. It was stated at the annual meeting they would be invited to attend four meetings in the year, but they were never asked.

THE CHAIRMAN: The Committee felt it was not necessary to summon country members to each meeting. The whole matter has been due to a misunderstanding.

MR. MACMAHON said he withdrew any suggestion of lack of co-operation on the part of country members, but he would point out that the Dublin members did all the work.

On the motion of MR. WHELEHAN, seconded by MR. HICKEY, it was agreed that notification be sent four times a year to the secretaries of provincial associations to attend meetings of the Committee in Dublin.

PRESIDENT'S ADDRESS

THE CHAIRMAN, delivering his presidential address, said he was glad to see so many country members present, even though they were kicking up a bit of a row. (Laughter.) During the year there were nearly 500 letters dealt with and 859 price changes sent to members. There were twenty-nine Committee meetings, five general meetings, and several conferences with representatives of the Irish Union of Distributive Workers and Clerks.

"The past year," the President continued, "has been a time of consolidation in the work of the Irish Drug Association. The Committee were successful in making arrangements with the trade wholesalers to confine their output to the retail chemists' business. This arrangement has worked well, and I wish to thank the wholesalers on behalf of the Irish Drug Association for their scrupulous observance of its terms. On no occasion has a case been proved of their doing anything to evade their undertaking. We have on our List of wholesalers firms who are true friends of the retail chemists, and they deserve all the support we can give them.

"A special subcommittee were successful in coming to an agreement with the Assistants' Union. Although this agreement was not hailed with universal approval, either by the employers or their assistants, this very fact is the best guarantee that it was a fair agreement. The earlier closing hour has been a great boon to all parties. Some of us may have lower returns, but that is our only loss. Let us think of what we gain.

"The Irish Drug Association has been registered as a Trade Union during the past year. This step was necessary in order to protect the Committee in any action they might take against certain vested interests. Now that we have the protection of the Trade Union Act we can adopt a strong policy in following our objects. It is unfortunate that we are closing the year with an adverse balance sheet. It is better, however, to use the subscriptions in forwarding the work of the Association, than to leave them to accumulate unused.

"Now that we have been incorporated under the Trade Union Acts we hope to incorporate a Wholesale Section, following a meeting with them at an early date. The same holds good with regard to the Photographic Section. I would like at this stage to pay tribute to the great help we received from our secretary (Mr. Kidney), and to Mr. A. J. Donnell for his valuable help in connexion with the price changes. His work has been very satisfactory. I would like also to thank our organiser (Mr. Brendan Smith) for the very tactful way in which he discharged his duties."

MR. J. GORRY (Naas) said while they could not get on in the city or the country without the I.D.A., he objected to the position now obtaining, under which a boy from the country could not find a job in a pharmacy in the city unless he joined the Union.

THE CHAIRMAN said that was not so.

MR. M. J. PARKES (Blackrock): We are not a profession now. We are a trade union.

MR. KIRBY (Wexford) said he agreed with Mr. Gorry. It was wrong to think that the boys from the country should have to join the Union to get a post. The I.D.A. should not dictate to its country members on this matter.

MR. WHELEHAN (Mullingar) said he supported the Association in their agreement with the Union, but they should not have bound the boys in the country. He was under the impression that the agreement only applied to Dublin, Cork and Limerick. It should not affect people working in other areas. Mr. Parkes should withdraw his statement that they had become a trade union. They were registered under the Trade Union Acts, but that did not affect their professional interests.

THE CHAIRMAN: We made an agreement for Dublin, Cork and Limerick only. Boys coming to Dublin cannot get posts unless they are members of the Union.

MR. WHELEHAN: The boys have to come to Dublin to qualify, and it is certainly wrong that they should have to become members of the Union.

THE CHAIRMAN: I can see the Union's point of view in this matter. If these boys were not members of the Union, they might be prepared to accept less than the Union rates, and their members could not get any employment at all.

MR. WHELEHAN: If the employers paid the standard wage the boys would get it.

MR. LYALL SMITH (Dublin) said members were losing sight of the fact that if a boy came into a city pharmacy who was not a member of the Union, the employer was going to see his Union staff walk out. Employers were obliged only to employ Union staffs.

MR. MCLEAN LEE said there were quite a number of members of the Committee, including himself, opposed to this clause in the agreement with the Union, but it had been passed by a general meeting and he felt it was unfair to blame the Committee now.

MR. WIDDES (Limerick) said they had great peace and things were working smoothly in Limerick since the agreement was made. The people objecting now would find the Union spreading to their own towns.

MR. MCMAHON: Trade Unionism has forced our hands—not the Committee.

ELECTION OF OFFICERS AND COMMITTEE

On the motion of MR. T. COSTELLO, seconded by MR. HICKEY, the following outgoing members of the Committee were re-elected: Messrs. T. C. Scott, H. J. Sumner, J. J. Roche, G. A. McLean Lee, J. Smith and P. A. Brady. Mr. T. C. Scott, Mr. G. A. McLean Lee, and Dr. J. A. Mitchell were elected trustees of the Association on the motion of MR. JOHN SMITH, seconded by MR. WHELEHAN. Miss Anne McNamara, incorporated accountant, was elected auditor on the motion of MR. T. COSTELLO, seconded by MR. WHELAN.

ORGANISER'S REPORT

MR. BRENDAN SMITH (organiser), in the course of his report, stated that as a result of the campaign undertaken two years ago to confine chemists' lines to chemists over eighty manufacturers were now confining their products to chemists and druggists in the Free State, and ten wholesalers were also restricting their distribution to chemists and druggists. Regarding membership, the Association was particularly strong in Dublin, where out of over 240 Medical Halls only thirty were non-members, which gave over a 90 per cent. I.D.A. membership. During the year a number of local association meetings were held in different parts of the country. While the attendance at some was not very good, allowance must be made for the fact that meetings of the retail trade in the country was something of a novelty. Distance was also a factor. Generally the standard of prices was being well maintained in the country.

MR. WIDDES mentioned the practice in some areas of breaking open packed goods and selling them in small quantities, sometimes at cut prices.

MR. GORRY raised the question of the penny sales, on which there was a lengthy discussion. He urged that the I.D.A. should take strong action in this matter. Chemists in the country who were not agents of either of the big companies were now running their own sales, and this would eventually lead to bankruptcy.

MR. WHELAN (Galway) said the members of the Western Association were prepared to abolish these sales.

SIR THOMAS ROBINSON said Mr. Gorry was setting out to tell people how to run their own business. The Association was not formed for that purpose. The agents were not obliged to carry on penny sales if they did not wish to. His firm would carry out these sales so long as they continued to pay. They were a means of attracting people to a store, and provided publicity that would cost a great deal more if done through advertising.

It was decided, on the chairman's suggestion, to have a meeting of the agents of the two big companies involved, and report back to a general meeting.

NEW PRESIDENT AND VICE-PRESIDENT

At the Committee meeting held following the annual meeting Mr. P. A. Brady (vice-president) was unanimously elected president for the ensuing year on the motion of MR. SCOTT, and Mr. Ronald B. Brown was unanimously elected vice-president.

A.B.C.M. Annual Meeting

Chairman's Speech

THE twentieth annual general meeting of the members of the Association of British Chemical Manufacturers was held at the Chemical Society's Rooms, Burlington House, London, W.1, on October 8.

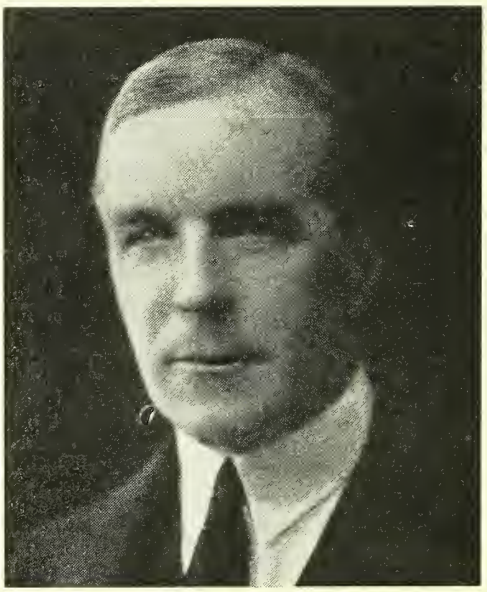
Mr. E. Wallace (chairman of the Association), in the course of his address, said:—We very much regret to have to record since the end of the year the deaths of two gentlemen who have been of great service to the Association, namely Mr. Chambers, who was our solicitor, and Mr. Fergusson, who was the greatest British authority on tar. In the last few weeks we have to mourn the loss of Mr. Rintoul, one of the Research Managers of Imperial Chemical Industries, Ltd.

Import Duties Act

The production figures for 1934 are now available, showing the production values for the four groups for the years 1930, 1933 and 1934:—

	1930	*1933*	*1934*
	£000	£000	£000
Drugs, medicines and medicinal preparations	14,524	16,496	16,937
Dyes and dyestuffs	4,629	5,987	6,707
Coal tar products (other than dyes and dyestuffs)	5,253	4,637	5,965
Other chemical manufactures ...	27,127	29,866	31,094
	51,533	56,986	60,703

The figures in the table do not include those from (*a*) the fertiliser, disinfectant, glue and allied trades, (*b*) the soap, candle and perfumery trades, (*c*) the paint, colour and varnish trades, (*d*) the oil and tallow trades, (*e*) the explosives and fireworks trades, (*f*) the starch and polishes trades, or (*g*) the ink, gum and sealing wax trades. The data therefore relate to the chemical industry in the more restricted sense. While the 1933 figures showed an increase of £5½ millions, or 10 per cent. over 1930, 1934 exceeded 1930 by £9 millions, or 18 per cent. Taking the four groups in turn, 1933 and 1934 show increases of 13 per cent. and 17 per cent. respectively over 1930 for drugs, medicines and medicinal preparations; increases of 29 per cent. and 45 per cent. for dyes and dyestuffs; there was a decrease of 12 per cent. in 1933 for coal tar products other than dyes and dyestuffs, but by 1934 this had changed to an increase of 12 per cent. For other chemical manufactures the increases were 10 per cent. and 15 per cent. respectively. This is a gratifying position, and is a good index of the general recovery of British industry over these years. If we now turn to the external trade of the country for which later figures are available, we find that the exports of chemicals, drugs, dyes and colours increased from £18½ millions in 1933 to £19½ millions in 1934 and £20½ millions in 1935. The first eight months of this year (1936) show that we are just about maintaining the 1935 level. The import figures are not so satisfactory, bearing in mind that the bulk of the imports are in respect of products for which there is adequate production in this country. The imports, which were close on £10 millions in 1933, have increased to £11¼ millions in 1934 and £11½ millions in 1935.



MR. E. WALLACE

Empire Competition

There is no doubt about the value of the Ottawa Agreement to British trade. All the anticipated benefits have not, however, accrued for reasons which were not expected when the Agreements were made. They therefore require to be revised in various directions. The Association will continue to keep in close touch with the Government during the negotiations. An important point is the protection of the United Kingdom maker against Empire competition, especially when the competitive industry is protected in its own market. It is hoped that the Government will take the necessary powers to deal with such cases. The recommendations of the Ottawa Conference for the rationalisation of production on an Empire basis have made little or no progress, and much cannot be expected until the industries in the Empire are organised on such a basis that they can negotiate collectively on such matters.

Pharmacy and Poisons Act

The chemical industry has undoubtedly secured very substantial benefits from the Association's handling of the draft poisons legislation during the past two years. Other industries outside the chemical field have also profited largely from the modifications and concessions which the Association has been able to secure. The subject was one of extreme complexity and necessitated a very large amount of detailed work in elucidating the often somewhat ambiguous wording of the draft regulations to our members and those of our affiliated organisations, in collecting and collating their suggestions and in securing agreement or compromise on all points among all the chemical associations affected. The fact that the Association and its affiliated organisations were able to submit a single brief and to speak with one voice was undoubtedly the most important factor in our success, but the care that was taken to see that no proposals were submitted which would jeopardise the safety of the public was a powerful contributory means of impressing the Home Office as to the merits of our case. Difficulties have already arisen in the short period that the Poisons Rules have been in force, and representations on them have been made to the Home Office for consideration by the Poisons Board at the meetings which it will shortly hold.

Elections

President: Dr. E. F. Armstrong, LL.D., F.R.S., J.P. *Vice-Presidents:* Dr. C. Carpenter, C.B.E., M.Inst.C.E., Dr. F. H. Carr, C.B.E., F.I.C., Sir Christopher Clayton, C.B.E., Mr. C. A. Hill, B.Sc., F.I.C., Sir David Milne-Watson, D.L., LL.D., Mr. R. G. Perry, C.B.E. *Honorary Vice-Presidents:* Sir Martin O. Forster, F.R.S., Mr. D. Lloyd Howard, J.P., Sir Harry McGowan, K.B.E., Sir Robert Mond, F.R.S.E., M.A., J.P. *Members of Council:* Mr. F. W. Bain, Mr. H. Ballantyne, Mr. E. V. Evans, Mr. N. N. Holden, Dr. P. C. C. Isherwood, Mr. C. F. Merriam, Mr. W. J. U. Woolcock.

Annual Dinner

The annual dinner, which followed the meeting, was held at the Dorchester Hotel, W.1. The gathering numbered about 300, the guests including Sir Thomas Inskip, K.C., M.P., Lord May, Professor Sir Gilbert Morgan, Sir Percy Ashley, Sir Sydney Chapman, Sir Edward Crowe, Lord Leverhulme, Dr. J. J. Fox, Sir Alfred W. Hurst and Dr. J. C. Bridge, and many of the chief permanent officials of Government departments. The chair was taken by Mr. E. Wallace (chairman of the Association), whose speech, in response to the toast of "The Association," dealt with the various matters of interest to the industry.

A.B.C.M. Annual Report

The following extracts are taken from the annual report for the year ended May 31, 1936:—

Imperial Economic Conference

The Ottawa Agreements are due for revision before the autumn of 1937. The Empire Committee of the Federation of British Industries, on which the Association is represented, has therefore been giving detailed consideration to the principles to be recommended to H.M. Government in the negotiation of the new agreements. A memorandum on Empire Trade Policy has been prepared, pointing out the difficulties that have arisen in the interpretation of the Ottawa agreements, particularly as regards the "reasonable competition clause," and urging H.M. Government to reconsider the question of free entry for Empire goods and to afford the home manufacturer effective protection against undue competition from manufacturers in other parts of the Empire. Members of the Association hold strong views on the last point, as in certain directions, competition is being encountered here from Dominion industries which are heavily protected against competition from this country, and still have free entry here. The Association has urged the Government to take powers to deal with such competition by the imposition of duties. Negotiations with Canada took place in July, and the Association was able to have informal discussions regarding the chemical items with the Canadian officials who had come over for the negotiations. Information has been collected regarding our trade with New Zealand, and will be used for the discussions which are expected to take place with representatives from that country in the near future. India has given notice of her intention to terminate the present trade agreement, after the necessary six months' notice, on November 13, 1936. Negotiations for a new treaty will shortly be opened between this country and India; the views of members have been collected and submitted to the Board of Trade. In the case of Australia, decisions are still awaited on certain cases which have been before the Tariff Board. Representations for the addition to Schedule D of the Australian Tariff of a number of products not made in the United Kingdom or Australia have been accepted, and the chemicals in question will be regarded as British when imports from this country are claiming preference rates of duty into Australia. An application in respect of a further chemical is pending. When Southern Rhodesia raised her Empire content requirement from 25 to 50 per cent. she announced her willingness to consider special cases. The Association submitted the cases which the Canadian authorities had accepted a year before. Southern Rhodesia replied that the extra work involved by the proposed changes for a reduced Empire content on certain products would be out of all proportion to the benefits which might accrue to the United Kingdom, but that she was willing to consider specific cases sympathetically if really useful results were likely to follow. The adoption in May 1935 of a three-column tariff by South Africa made it necessary for a new commercial agreement to be concluded to implement the Ottawa arrangements on the new basis. The agreement is dated August 30, 1935.

Pharmacy and Poisons Act, 1933

In the last report, a brief account was given of the action taken by the Association in conjunction with its affiliated organisations, in connection with the Draft Poisons List and Poisons Rules issued by the Home Office on the recommendations of the Poisons Board. The Association was invited in November 1935 to send a deputation to the Home Office to discuss its proposals for the amendment of the List and the Rules. The deputation was received by Captain Euan Wallace, the Parliamentary Secretary, and was given a most sympathetic hearing. When the final orders confirming the Poisons List and the Poisons Rules were published at the end of 1935, the Association was gratified to find that most of its proposals had been accepted and that the Rules bore less hardly on the manufacturer and the wholesaler than did the draft. During the period between the publication of the List and the Rules and their coming into force on May 1, 1936, the Association acted as a clearing house for inquiries from firms in the industry regarding points of interpretation. It either answered the queries itself, or when advisable, obtained an informal opinion from the Home Office. In view of the fact that the Home Office had announced its intention to publish memoranda explaining the effect of the Rules on various classes of trades and traders, and as Mr. H. N. Linstead, the secretary and registrar of the Pharmaceutical Society, was also writing on the subject, it was thought inadvisable that the Association should attempt to prepare a further guide on its own. The office of the Association has, however, collaborated with the Home Office and Mr. Linstead, and has issued a memorandum dealing solely with the somewhat complicated field of tar products. The Association has also been successful in securing the adjustment of certain anomalies which appeared in the final Poisons List and Poisons Rules.

Fine Chemical Industry

Last year, it was reported that the fine chemical group of the Association had presented a comprehensive memorandum to the Committee of the Board of Trade, which was considering the future of the key industry duties, and that following on the evidence given before that Committee by the General Manager, a further memorandum was being submitted setting forth in greater detail the reasons of the fine chemical group for desiring a continuation of the key industry duties in preference to their absorption into the Import Duties Act. When the report of the Key Industry Committee was published in April, just prior to the Budget, it was found that the fine chemical group had obtained all it desired. Not only did the Committee recommend, as far as fine chemicals were concerned, a continuation of the key industry duties in their present form for ten years at a minimum level of 33⅓ per cent., but power was also given to enable applications to be made to the Import Duties Advisory Committee for higher or specific duties on economic grounds. The other features of key industry duties were to be continued, and the Board of Trade was to be given additional power to enable it to amend existing lists of dutiable articles. The Government announced that it had accepted these recommendations, and these were subsequently implemented by Section 5 of the Finance Act, 1936. The fine chemical group can thus look forward to ten years' uninterrupted progress. It is now considering whether there are any products for which application for higher or specific duties should be made. It is probable that a number of cases, which appear to justify a change in duty because of intensive foreign competition of a special type, will be submitted to the Import Duties Advisory Committee. One of the proposals of the Key Industry Committee was to add granular activated carbon of non-animal origin to the dutiable list. In the Budget, the word "granular" was omitted, presumably for administrative reasons, so that all types of activated carbon of non-animal origin became dutiable at 33⅓ per cent. instead of the previous 20 per cent. This has caused difficulties in certain directions, as some types of non-granular or powdered charcoal required for decolorising purposes are not at present made here.

Transport

Poisons List and Rules (Transport).—Rule 5, subsection 2, of Statutory Rule and Order No. 1239, dated December 31, 1935, gives exemption from some of the detailed labelling requirements for poisons in the Second Schedule of the Rules for sales and supplies under certain conditions to manufacturers and wholesalers, provided the outside of the package is labelled with the name and address of the supplier in accordance with paragraph (c) (iv) of Section 18 (1) of the Pharmacy and Poisons Act, 1933, as modified by Rule 21, and with words indicating the dangerous properties of the poison.

The Traffic Committee has considered carefully the wording to be used when labelling the poisons in the Second Schedule, to comply with the Act and Rule 5 (2), and recommendations have been circulated to all members of the Association with a view to securing the uniformity which is thought desirable.

Certain modifications in respect of labelling for rail transit have been agreed with the Railway Companies. Sea Transport.—The Committee has been in constant touch with the Board of Trade, Mercantile Marine Department, regarding the methods of packing and shipping chemical merchandise of various descriptions. The arrangements concluded have been quite satisfactory to the interested members.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, October 15

THERE ARE FEW SIGNS of the forward markets settling down to the new currency conditions. Most of the quotations being received from the Continent continue to be given in sterling and generally at the old figures. We are authorised to deny the rumour, which appears to have originated on the Continent, that it was proposed to further devalue sterling from 10 to 15 per cent; we are officially advised that such a movement has not been contemplated and that it would conflict with our present monetary policy and arrangements with other countries. In the PHARMACEUTICAL CHEMICALS markets the reduction we anticipated last week in CITRATES has taken place; it will be noted that the reduction for small parcels is greater than that for bulk quantities. With the further advance in metal this week, a rise in MERCURIALS seems very probable next week. Holland is now quoting QUININE SALTS in sterling only; quotations in all other currencies are withdrawn. The outlook for ASPIRIN for next year is more hopeful.

Crude Drugs

Except for a consuming demand on a modest scale, the markets have been rather quiet this week. Spot values are well maintained and the cheaper foreign currencies are not so far affecting to any extent the shipment markets. More business in Curaçao ALOES reported, and values are steadier. BUCHU has sold fairly well at the slightly lower values. Shipment offers of CARDAMONS are very restricted and at a further sharp advance: supplies of bleached on spot are also extremely short. Spanish and Portuguese ERGOT, after being irregular and easier for shipment, now tends steadier at better figures, but business is lacking. Sudan GUM ACACIA is slightly better forward. HYDRASTIS is very firm. Japanese MENTHOL is steady on spot. A sharp advance in shipment prices for MERCURY is recorded. PEPPERS show a further recovery, closing steady. SHELLAC shows a sharp recovery from recent low values. TRAGACANTH is held at high values, due to shortage. WAXES are unchanged and quiet.

Essential Oils

Business has shown no general revival on spot, and the few quotations from the sources affected by devalued currencies indicate the position is still very unsettled. Foreign expressed ALMOND is cheaper on spot. ANISE (STAR) is steady and in very small supply on spot; restricted shipment offers received. BERGAMOT is quiet but steady on spot. Dutch CARAWAY is now quoted at much cheaper figures, for quantities to come forward. Madagascar CLOVE, for shipment, is slightly cheaper, but spot is firm owing to lack of supplies. Australian EUCALYPTUS is firm and in short supply. Algerian and Bourbon GERANIUM tend easier for shipment. A supply of new arrivals of Sicilian hand-pressed LEMON is noted. No Californian cold-pressed LEMON available here. French Guinea ORANGE tends cheaper on spot, and new crop oil prices are indicated at somewhat lower figures. Japanese PEPPERMINT is fully steady on spot, while the shipment market remains at comparatively low values. The demand for American PEPPERMINT continues disappointing. The Spanish oils, SPIKE and ROSEMARY have met with little business on spot, and values are not so firm.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	October 8	October 15
Amsterdam ...	Fls. to £	12·107	9·20	9·20
Berlin	Mks to £	20·43	12·24	12·20
Brussels	Belgas to £	nominal	29·15	29·15
Copenhagen ...	Kr. to £	18·159	22·40	22·40
Lisbon	Esc. to £	110	110	109¾
Madrid	Ptas. to £	25·22½	nominal	nominal
Milan	Lire to £	92·46	93	93·25
Montreal	Dol. to £	4·86⅔	4·89	4·89½
New York	Dol. to £	nominal	4·89	4·89⅔
Oslo	Kr. to £	18·159	19·90	19·90
Paris	Fr. to £	124·21	104⅝	105
Prague	Kr. to £	164·25	130 nom.	138½
Stockholm	Kr. to £	18·150	19·40	19·40
Warsaw	Zloty to £	43·38	27	26¾
Zurich	Fr. to £	25·2115	21·30	21·30

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

A NORMAL consuming demand for spot goods continues, but forward business is very quiet due to the generally unsettled financial conditions. Santonin continues dull and unsettled.

AMIDOPYRINE.—No offers from Continent; spot irregular and dull: crystals, five cwt., 18s. 0¾d.; two cwt., 18s. 5¼d.; less than two cwt., 18s. 10½d. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Spot values unchanged: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10½d., in 8-oz. tins; and 2s. 1d. per lb., in 4-oz. tins.

ASPIRIN (TABLETS).—The following are agreed wholesale prices for the British makers: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over 2s. 2d. per thousand tablets. A rebate of 1d. per 1,000 is allowed on orders for 10 million tablets taken over a period of 12 months. For small quantities higher prices would be asked by wholesale distributors.

BARBITONE.—No quotations in foreign currencies, spot dull and irregular: spot, one cwt., 15s. 3¾d.; 56 lb., 15s. 8d.; small parcels, up to 16s. 3d. per lb.

BENZOIC ACID (B.P.).—Steady, average business: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices are quite steady: Carbonate, B.P., one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; less than 8 lb., 8s. 6d. per lb., with rebates on contracts for larger quantities.

BROMIDES.—Makers' scales of prices steady at the advance recently recorded. No Continental quotations. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb., net. Resale clause applies. 28-lb. parcels and one-cwt. cases free. Export quotations have been advanced, as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

BUTYL CHLORAL HYDRATE.—Values unchanged, business slow: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Continental material, spot prices: pure alkaloid, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb., delivered, 5-lb. tins free, smaller packing extra. Citrate, two cwt., 5s. 5¾d.; one cwt., 5s. 6¾d.; 56 lb., 5s. 7¾d.; smaller quantities, 5s. 8¾d. per lb., delivered. British material, pure, 56 lb., 8s. 4d.; less, 8s. 6d. per lb. Citrate, 56 lb., 5s. 9d.; less, 6s. per lb.

CHLORAL HYDRATE.—Makers' prices steady as quoted: duty paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 28 lb., 3s. 6d.; 14 lb., 3s. 7½d. per lb., 28-lb. jars one penny per lb. extra.

CHLOROFORM.—Prices quoted by the makers are: two cwt., 2s. 5½d. per lb.; one cwt., 2s. 6d.; 56 lb., 2s. 6½d.; less, 2s. 7½d. per lb., in w-quarts of 8 lb. Packed in drums, ½d. per lb. less. Small bottles extra, from 5d. per lb. for ¼-lb. bottles to 1d. for 2-lb. bottles. Carriage paid on minimum cwt. lots.

CITRATES.—Makers notify a reduction in their scales of prices, as follows, as from October 14:—

	Under 4 lbs.	4 lbs. and under 7 lbs.	7 lbs. and under 14 lbs.	14 lbs. and under 28 lbs.	Not less than 28 lbs.
	Lb. s. d.	Lb. s. d.	Lb. s. d.	Lb. s. d.	Lb. s. d.
Iron ammon. citrate B.P.	2 4	2 2	2 0	1 11	1 9
Pot. citrate B.P. ...	2 0	1 10	1 8	1 7	1 5
Sod. citrate B.P. ...	2 1	1 11	1 9	1 8	1 6

Usual conditions. Net, without engagement. Special rates for quantities and contracts. The previous price adjustment was on July 2, 1935. The scales of prices for bulk quantities, minimum one cwt., have been reduced by 2d. for Pot. and Sod. Citrates and by 3d. for Iron Ammon.

CITRIC ACID (B.P. CRYSTALS).—Market remains quiet, values unchanged: British material quoted at 1s. per lb., less 5 per cent. dis-

count, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Quoted value maintained, market quiet: British material, 99 to 100 per cent., 79s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

CREOSOTE (B.P.).—Business slow: bulk quantities, in 25-kilo demijohns, 1s. 8d.; small parcels, 1s. 9d. to 2s. per lb., ex store.

GUAIACOL CARBONATE.—Spot supplies are moving slowly ; quoted in the region of 9s. per lb., as to quantity.

IODIDES.—Makers' scales of prices continue at the reductions recently recorded. The new scales are as follows: POTASSIUM IODIDE, B.P., 1 cwt., 4s. 3d.; 28 lb., 4s. 5d.; 14 lb., 4s. 7d.; 7 lb., 5s. 1d.; 4 lb., 5s. 7d.; smaller quantities, 6s. 3d. per lb. SODIUM IODIDE, B.P.—28 lb., 5s. 6d.; 14 lb., 5s. 8d.; 7 lb., 6s. 2d.; 4 lb., 6s. 10d.; smaller quantities, 7s. 10d. per lb. IODINE, B.P., RESUB.—1 cwt., 5s. 1d., 28 lb., 5s. 3d.; 14 lb., 5s. 5d.; 7 lb., 5s. 11d.; 4 lb., 6s. 7d.; smaller quantities, 7s. 6d. per lb. IODOFORM, B.P., CRYST., PRECIP. or POWDER.—28 lb., 7s. 9d.; 14 lb., 7s. 11d.; 7 lb., 8s. 7d.; 4 lb., 9s. 5d.; smaller quantities, 10s. 5d. per lb., carriage paid. Contracts for one cwt. and upwards (assorted if required) with Fall Clause, for delivery as required during four months. 28-lb. tins free and one-cwt. cases free. All jars and bottles charged, but credited if returned carriage paid, in good condition within three months. Assorted quantities are charged at the collective total prices. It is a condition of sale that buyers undertake not to resell any quantity of the above products at prices or terms below the scale for any such quantity current at the time the resale is made. The previous alteration in prices was on June 13, 1936.

MERCURIALS.—Makers' scales of prices continue at the advance recently recorded and are firm: not less than one cwt., ammoniated, B.P., lump, 5s. 5d.; powder, 5s. 7d.; bichloride, B.P., lump, 4s. 8d.; powder, 4s. 4d.; chloride, B.P., 5s. 5d.; yellow oxide, B.P., 5s. 10d.; persulphate, white, B.P.C., 5s. 7d.; sulphide, black (hyd. sulph. cum sulph., 50 per cent.), 5s. 6d.; less than one cwt., ammoniated, B.P., lump, 5s. 6d.; powder, 5s. 8d.; bichloride, B.P., lump, 4s. 9d.; powder, 4s. 5d.; chloride, B.P., 5s. 6d.; yellow oxide, B.P., 5s. 11d.; persulphate, white, B.P.C., 5s. 8d.; sulphide, black (hyd. sulph. cum sulph., 50 per cent.), 5s. 7d. per lb. Special prices for large quantities.

METHYL SALICYLATE.—A modest business, quoted unchanged: spot, ten cwt., 1s. 1¾d.; five cwt., 1s. 2d.; one cwt., 1s. 2¼d.; less than one cwt., 1s. 2½d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Still no offers from the Continent ; spot dull and unsteady: two cwt., 19s. 3¾d.; one cwt., 19s. 9¼d.; 56 lb., 20s. 2¾d.; small parcels, up to 20s. 9d. per lb.

PARAFORMALDEHYDE.—Fair business at keen figures: 100 per cent. powder, quantities in kegs, 1s. 1d.; smaller parcels, 1s. 2d. to 1s. 6d. per lb., as to quantity.

PARALDEHYDE.—Moderate inquiry. Quantities, in demijohns, 1s. 1d.; in w-quarts, 1s. 4½d. to 1s. 6d. per lb., as to quantity.

PHENAZONE.—Dull and irregular on spot ; no offers from the Continent: crystals, five cwt., 8s. 7¼d.; two cwt., 8s. 9¾d.; one cwt., 9s. 0½d.; less than one cwt., 9s. 3d. per lb., with powder 2½d. per lb. extra.

QUININE SALTS.—Convention prices continue nominally unchanged. Quoted in sterling, no foreign currencies: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9¾d.; salicylate, 2s. 10½d.; hydrochloride, 2s. 8½d.; bihydrochloride, 3s.; hydrobromide, 2s. 8½d.; bihydrobromide, 3s.; valerianate, 3s. 8d.; hypophosphite, 4s.; alkaloid, 3s. 0½d. per oz., carriage paid on bulk quantities ; 100-oz. tins free, smaller packages extra.

RESORCIN.—British material in quiet demand: crystals, one cwt., 4s. 11d.; 56 lb., 5s. ; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., up to 6s. per lb.

SACCHARIN.—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Makers' scales of prices unchanged: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 10d.; 4 lb., 2s. per lb.

SALOL.—Small business, quoted unchanged: spot, crystals, two cwt., 3s.; one cwt., 3s. 0½d.; 56 lb., 3s. 1¼d.; smaller parcels, up to 3s. 3d. per lb.; powder, 2¾d. per lb. extra.

SANTONIN.—This market continues unsettled with quotations varying as to seller in the region of £14 to £16 per kilo.

SODIUM BENZOATE (B.P.).—Fair business at keen prices: bulk quantities, 1s. 6d.; one cwt., 1s. 7d.; smaller parcels, 1s. 8d. to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Controlled prices unchanged: spot, one cwt., 13s. 3d.; 28 lb., 13s. 6d.; 14 lb., 13s. 9d.; 7 lb., 14s.; smaller parcels, up to 14s. 6d. per lb.

SODIUM SALICYLATE (B.P.).—Market is quiet and rather unsteady: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 11d.; 7 lb., 2s.; 1 lb., 2s. 3d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Moderate business, market steady: British makers quote at 1s. per lb., less 5 per cent. discount. Dealers offering foreign materials at competitive prices.

Crude Drugs, etc.

AGAR.—Market steady, business routine: spot, Kobe No. 1, 2s. 9d.; No. 2, 2s. 6d.; Yokohama No. 1, 2s. 5d. per lb.; shipment, Kobe No. 1, 2s. 5½d.; No. 2, 2s. 2¼d.; Yokohama No. 1, 2s. 2d. per lb., c.i.f. New crop, January-February, 2s. 3d., c.i.f.

ALOES.—Fair demand for Curaçao. A parcel of small boxes of Cape on the way here: Cape, spot, 60s. to 65s., as to quality ; shipment, nominal. Curaçao, spot, 95s. to 105s., as to quality ; shipment, 92s. 6d. per cwt., c.i.f.

ANTIMONY.—Chinese crude has eased during the week to £26 10s., c.i.f. English regulus, spot, £67 10s. to £68 10s.

BALSAMS.—Market is steady, business quiet: *Tolu*, 1s. 9d.; *Canada*, 2s. 8d.; *Copaiba*, 1s. 2d.; *Peru*, 5s. 4d. per lb., spot.

BUCHU.—The fresh arrivals have been fairly well balanced by a better demand on spot ; values are 2s. 9d. to 2s. 11d. for rounds and 2s. 3d. to 2s. 4d. for ovals, as to quality.

BURDOCK ROOT.—Dealers are offering spot supplies at about 45s. per cwt.

CARDAMOMS.—A further sharp advance in shipment prices is recorded, and the market is very firm, with offers difficult to obtain. Aleppy greens, if available, not less than 3s. 6d. Bombay seed, 4s. 3d., c.i.f. Spot supplies of the cheaper grades of bleached are very short.

CASCARA SAGRADA.—Values are quite steady but business remains quiet: spot, 1936 peel, 56s.; 1933 peel, 65s.; shipment, 1936 peel, 52s. per cwt., c.i.f.

A collector on the Pacific Coast has sent the following estimate of supplies. Carry-over from 1933 crop, 2,160,000 lb.; from 1934 crop, 1,800,000 lb.; from 1935 crop, 1,050,000. Estimated 1936 crop, 3,600,000; estimated sales to mid-September, 3 150,000, leaving stocks at that date at 1,500,000 lb. By the time sales have been completed this season it is anticipated that the carry-over will be the smallest for many years.

CLOVES.—Market has been rather quiet, values steady: Zanzibar, spot, 8d.; shipment, October-November, 7¾d. per lb., c.i.f. Madagascar, in bond, 7¼d.; shipment, October-November, 6⅞d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended October 10 were 50, and the deliveries 36, leaving a stock of 1,462. From January 1 to date the landings of Zanzibar have been 3,607 and the deliveries 3,032. Landings of Madagascar for the week ended October 10 were *nil*, and the deliveries 14, leaving a stock of 1,556. From January 1 to date the landings of Madagascar have been 3,177 and the deliveries 2,983 packages.

COCOA BUTTER.—Steady at recent high values: Prime English, 1s. 0½d. to 1s. 1d. per lb. Foreign, 11½d. to 1s. per lb., as to quantity.

COCONUT (DESICCATED).—Moderate business, with values steadily maintained: spot, fine, 23s.; medium, 22s. 9d. per cwt.; shipment, halves, October, 22s.; November, 22s. 3d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports shipment market is keeping fully up to recent values: finest Lofoten steam-refined non-freezing medicinal oil, 96s. to 97s. per barrel, c.i.f. London. Newfoundland, non-freezing medicinal oil, about 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 100s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

COLCHICUM.—Dealers are offering some spot root at about 47s. 6d. per cwt. in small parcels.

DANDELION ROOT.—Values for foreign root on spot are steady at about 85s. per cwt. for small parcels.

ERGOT.—While there is plenty of interest in this market actual business has been negligible and forward quotations are irregular. The latest advices suggest firmer conditions for shipment, and it is reported Spanish shippers have been buying up Portuguese stocks. At one time Portuguese was quoted down to 3s. 6d., c.i.f, and now it is at 3s. 9d. to 4s., c.i.f. A parcel of Polish was offered up to 5s., c.i.f. On spot there are odd lots of Spanish and Portuguese quoted from 4s. 6d. to 5s. 6d. per lb. Some Russian at about 4s. per lb.

GENTIAN.—Dealers are asking up to 42s. 6d. per cwt. for small spot parcels.

GINGER.—A little more business reported, market steady: West African, spot, 67s.; for arrival, 62s.; shipment, January-March, 42s. 6d. per cwt., c.i.f. Jamaican, spot, bold, in barrels, 85s. to 90s.; small grinding, 62s. 6d. to 65s. per cwt., in bags, ex store.

GUM ACACIA.—The forward market tends to be steadier this week: spot, Kordofan cleaned sorts, 39s. 6d.; bleached, No. 1, 100s.; extra, 115s. per cwt.; shipment, Kordofan cleaned sorts, 37s. 6d. per cwt., c.i.f.

HENBANE.—Spot supplies in small parcels are available in the region of 85s. per cwt.

HYDRASTIS.—The spot value is firm at the higher figure of 12s. 9d.; shipment firm at 12s. 6d. per lb., c.i.f.

IPECACUANHA.—Business has been quieter this week, values steady: Matto Grosso, B.P., 5s. 3d. to 5s. 4½d. per lb.; shipment, 5s. 1d. per lb., c.i.f.

LAVENDER FLOWERS.—Dealers' prices for new crop flowers range from about 150s. to 210s. per cwt., as to quality.

MANNA.—A parcel afloat is being offered here at 3s. 9d. per lb. in 1-lb. tins.

MENTHOL.—The JAPANESE, B.P., has met with a moderate spot demand at 12s. 6d. for K/S brands. In bond, 11s. Japanese shippers quote November-December, 10s., c.i.f., with re-sellers at 9s. 9d. c.i.f. Fair inquiry for goods afloat, with holders asking 10s. 6d. per lb., c.i.f. CHINESE, B.P., is offered on spot at about 12s. 4½d. and finds a limited sale. No shipment offers of new crop. English synthetic is quoted unchanged from 7s. 6d. to 10s. 6d. per lb., as to quality and quantity.

MERCURY.—Shipment quotations for Spanish metal have been advanced and spot prices are also dearer. Shipments are now being made fairly regularly, ex stocks at Alicante. Quoted at 67 dollars per bottle, f.o.b., Continent; £13 15s. 6d., c.i.f., London; spot, in small lots, £13 17s. 6d. to £13 18s. per bottle, ex store.

OPIUM.—Usual small business on spot: spot, Turkish, 1s. 2½d., landed and duty paid; Persian, 1s. per unit, in bond.

PEPPER.—At the further improvement in values the market is steady. Lampong, in bond, 2½d.; shipment, October-December, 2⅜d.; January-March, 2 9/16d.; March-May, 2 9/16d.; April-June, 2⅝d., c.i.f. Tellicherry, spot, 4½d.; shipment, October-December, 35s. 6d., c.i.f. Aleppy, spot, 4¼d.; shipment, October-December, 34s. 6d., c.i.f. White Muntok, 5d. in bond, 5¾d. duty paid; shipment, November-December, 4⅞d. per lb., c.i.f.

PIMENTO.—Values are quoted dearer, market steady: spot, 7¾d. per lb.; shipment, October, 73s. per cwt., c.i.f.

RHUBARB.—Sales have been of small importance this week, with spot values for all descriptions unchanged. All shipment offers withdrawn.

RUBBER.—Business has been fairly good, with values level on the week. Standard ribbed smoked sheet, spot, 7⅞d.; October, 7⅞d.; November, 7 15/16d.; December, 7 15/16d.; January-March, 8d.; April-June, 8 1/16d.; July-September, 8⅛d. per lb.

SEEDS.—ANISE.—Bulgarian is 27s. 6d., spot, duty paid. CANARY.—Spot, Mazagan, 30s.; Turkish, 28s.; Plate, 26s., and Spanish, 70s. CARAWAY.—Dutch, spot, 37s. 6d., duty paid; 33s. quoted f.o.b. Holland. CORIANDER.—Spot, new crop, Morocco, quoted at 14s., duty paid, and 12s. 9d. in bond. CUMIN.—Spot, Morocco, 37s. 6d., duty paid, and 32s. 6d. in bond. No Malta to be had on spot; the shipment price is 32s., c.i.f. DILL.—Indian is 16s., spot. FENNEL.—Bombay quoted on spot at 32s. FENUGREEK.—Spot, Morocco, is 14s. to 14s. 6d., duty paid. MUSTARD.—English, 22s. 6d. to 31s. per cwt., according to quality.

SENEGA.—Business quiet this week. Spot, 1s. 6¾d.; shipment, 1s. 6¼d. per lb., c.i.f.

SENNA.—Business has been a little better, with more general inquiry. Tinnevelly leaves continue unchanged on the spot at 7d. for bold selected, No. 1 at 6d., No. 2 at 4d., No. 3 at 3d. per lb., with inferior quality available at lower rates. There has been some demand for f.a.q. pods, particularly for export, at around 1¾d. to 2d. per lb., ex wharf, London, and as these prices barely cover replacement value, any further demand should result in higher spot quotations. Both f.a.q. and hand-picked Tinnevelly pods are standing at a very low price on the spot, and importers have not been interested in bringing any large parcels here this season. Alexandrian: the market is almost bare of best-quality hand-picked pods, and prices are nominal. Fair quality, which was recently offering at about 3s. to 3s. 6d., is now being quoted at rather firmer rates; but a good selection of medium grades at 1s. 6d. to 2s. 6d. per lb. is still available.

SHELLAC.—Values show a good recovery, market steadier: spot, standard TN orange, 51s. to 56s.; fine orange, 62s. 6d. to 125s.; pure button, 60s. to 65s. per cwt., spot. For delivery, TN, October, 49s. 6d.; December, 50s.; March, 50s. For arrival, TN, October-November, 48s. per cwt., c.i.f.

SQUILL.—Dealers are offering spot supplies from 25s. to 30s. per cwt., as to quality.

TRAGACANTH.—Stocks of the best druggists' quality are now difficult to locate in London, with the price firm at £45. Small supplies of seconds at £40. Textiles, ranging from £5 10s. to £7 per cwt., meeting with fair demand. Landed during September, 306 packages, delivered, 1,114 packages. Stocks, etc., at September 30:—

	1936	1935	1934	1933	1932	1931
Stocks	4,247	6,084	4,956	6,208	14,092	11,682
Landed	8,244	8,477	5,777	4,906	11,301	8,033
Delivered	8,875	7,021	6,191	10,601	8,867	7,386

WAX.—BEES'.—Moderate business, with values about unchanged. Calcutta, bleached, spot, 140s.; shipment, November-December, 131s., c.i.f. Abyssinian, spot, 120s.; in bond, 110s.; shipment, 110s., c.i.f. Benguella, spot, 120s.; shipment, 108s., c.i.f. Conakry, no spot available; shipment, 109s. per cwt., c.i.f. Dar-es-Salaam, spot, 120s.; shipment, steady, at 119s. per cwt., c.i.f. CARNAUBA.—No improvement in demand; shipment steady. Fatty grey, spot, 160s.; afloat, 152s. 6d.; shipment, October-November, 147s. 6d., c.i.f. Chalky grey, spot, 157s. 6d.; afloat, 150s.; shipment, October-November, 147s. 6d.; c.i.f. Primiera, spot, good quality, 215s.; f.a.q., 205s.; afloat, 205s.; shipment, October-November, 190s., c.i.f. Mediana, spot, 205s.; shipment, 192s. 6d. per cwt., c.i.f.

Essential Oils, etc.

THE spot markets are keeping fairly steady, with a modest business being done. Forward, the position is still disorganised, with shipment quotations restricted and irregular. Dutch caraway is easier forward. Geranium is cheaper for shipment. Japanese peppermint is steady on spot, with the shipment market dull.

ALMOND.—Dealers' prices for spot supplies are rather easier: English made, cwt. lots, 3s. 9d.; smaller parcels, up to 4s. per lb.; foreign, cwt. lots, 3s. 6d.; smaller parcels, 3s. 9d. per lb. French, bitter, 7s. per lb.

ANISE (STAR).—The spot quotations are steady. Small offerings for November-December shipment: spot, leads, 3s. 6d.; tins, 3s. 3d.; drums, 3s. per lb., ex store; shipment, leads, 2s. 6d.; tins, 2s. 4½d. per lb., c.i.f.

BAY.—Market is steady, business small: 49 to 50 per cent., 4s. 9d. to 4s. 10d.; 59 to 60 per cent., 5s. to 5s. 1½d. per lb., as to quantity.

BERGAMOT.—Quotations from the source range from 9s. 3d. to 9s. 6d. per lb, c.i.f., but these offers are of no interest to this market. On spot, the very limited quantity available is held for 10s. to 10s. 6d. per lb., as to seller.

BOIS DE ROSE.—Only a very limited inquiry on spot, with Brazilian at 5s. to 5s. 2d. per lb.; shipment, nominal.

CAJUPUT.—The forward position tends slightly easier; small spot goods unchanged: B.P., 1s. 10d. to 2s. 3d. per lb., as to quantity.

CARAWAY.—Following on the higher figure from Holland, recent quotations are cheaper. To come forward they now work out as follows: Dutch rectified, 7s. 6d.; crude, 7s. per lb. Higher prices for small spot parcels.

CASSIA.—Market in rather better demand, with shipment 2s. 7½d., c.i.f., and spot 3s. to 3s. 1d. per lb.

CLOVE.—Spot supplies of the Madagascar oil are short and values are being maintained; shipment quotations are easier: Madagascar, spot, drums, 3s. 5d.; smaller packings, up to 3s. 9d. per lb.; shipment, 2s. 8½d. per lb., c.i.f., in drums.

EUCALYPTUS.—This market continues very firm, with the position of forward supplies becoming acute: Australian, 70 to 75 per cent., 1s. 3d.; 80 to 85 per cent., 1s. 4d. to 1s. 4½d. per lb., landed; higher prices for small lots on spot. Spanish, 70 to 75 per cent., 1s. 5d. per lb., ex store.

GERANIUM.—Shipment quotations for Bourbon and Algerian are easier, the lower prices being due to pressure to sell against the cheap offers of oil from other sources and sophisticated oils. Bourbon, shipment, 17s., c.i.f.; Algerian, shipment, 15s. 9d. per lb., c.i.f. Spot values are very irregular, but a fair price is required for genuine oils.

LAVENDER.—The quotations from the source for new crop oil mentioned last week have been withdrawn, and the market is nominal at the moment. Reports indicate that the market tends firmer, but, due to the unsettled conditions, shippers have decided to withdraw for the time being. On spot, oil described as 38 to 40 per cent. oil can be had at almost any figure, but a good price has to be paid for a genuine oil.

LEMON.—Limited supplies of Sicilian hand-pressed oil have recently been landed here, for which about 7s. 6d. to 7s. 9d. per lb is asked. Old supplies are fairly freely available with prices varying as to brand and quantity. General shipment business has not re-opened; the source is now quoting at 5s. 10½d. to 6s. per lb., c.i.f. Californian oil, cold-pressed, nominal, and distilled, regular quality, at 3s. 9½d. for small drums, ex store.

ORANGE.—Reports from the source indicate that the crop of French Guinea oil will be well up to average and a slight increase in the quantity of oil available is expected; shipment offers are now at about 2s. 5d. to 2s. 6d. per lb., c.i.f., in drums. Spot holders tend to ease their prices, which are now at about 3s. 2d. to 3s. 3d. for drums and up to 3s. 6d. for smaller packings. Sicilian sweet oil continues nominal, spot and forward. Californian oil is steady: one case, 4s.; two or more cases, 3s. 10d.; small drums, 3s. 9d.; large drums, 3s. 8½d. per lb.

PEPPERMINT.—Fair demand on spot for JAPANESE oil, with the price steady at 5s. 6d. Inquiry for near afloat parcels, with holders wanting 5s. 1d., c.i.f., and bids of 4s. 9d. refused. Japanese shippers quote October-December at 4s., c.i.f., with re-sellers at 3s. 10d. and buyers at not more than 3s. 9d., c.i.f. CHINESE oil on spot is moving quietly in the region of 5s. 3d. per lb. No offers of new crop for shipment. The American natural new crop oil is quoted for shipment from 2 dollars 20 to 35 cents per lb., in drums., c.i.f., the price varying as to brand. Business continues very quiet.

ROSEMARY.—The demand on spot remains slack, with holders quoting at about 3s. 1d. to 3s. 3d. for Spanish oil, and these figures might be shaded for a good quantity. No shipment offers.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots on spot; practically no second-hand offerings. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, business done at 7s. 3d. per lb. Australian oil continues steady: 5 cases, 14s. 6d.; one case, 14s. 9d.; 7-lb. tins, 15s. 3d. per lb.

Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Going Out for Business

SIR,—The chemist can secure business by going out for it. He must, however, go himself or send an adult assistant. About three years ago I arranged with a chemist to put this to the test, and I gave up about six mornings to it, calling on property of a rental value of from £60 to £100 per annum. I carried samples of tooth-brushes, face gloves, finger-bandages, soap flakes and other household lines. My experience taught me that the majority of women buy from hand to mouth, for on one Monday morning three women wanted to buy my packet of soap flakes at the door. I made a speciality of the soap flakes, and secured about thirteen new customers for my chemist friend. I found no difficulty at all in selling such lines as aspirin tablets and other well-known remedies. I am convinced the chemist can open new accounts by asking for them, but I am quite sure that it would be useless at present to send a boy. The test took place in a London suburb.

Yours truly,
TRIEDIT (13/10).

Status or Livelihood

SIR,—Professor Burn's remedy for the parlous state in which pharmacy finds itself is apparently to teach students "more physiology." I would suggest that a more useful branch of science for the student who wants to make a living in pharmacy would be psychology. As the learned professor truly says, the main problem for those who teach should be the problem of the chemist's shop, but how he proposes to reconcile the shop with professionalism is at present a mystery. Perhaps he will be good enough to explain how the present educational policy of the Society can succeed in restoring pharmacy as a profession and at the same time give the pharmacist a livelihood. The *obiter dicta* in the Dean's report indicate clearly that he does not understand the practice of pharmacy in this country at the present time. Does he really imagine that dispensing in full view of the public—even if practicable in most pharmacies—would impress the ordinary customer in the least? Even if done "with the proper professional skill and reverence . . . . in dignified surroundings," would it lead to more prescriptions being written by medical men, or to the public spending more on the kind of medicines the chemist wants to dispense? One can visualise rows of panel patients sitting, or standing, round a dignified dispensary, gazing with awe at the manipulation of their mist. tussis co. or ung. balsamic.; but would such admiration add either to the dignity of the dispenser or appreciably to the contents of the till? The Dean's suggestion to abolish the Minor examination would no doubt add to the joy of Ph.Cs. and B.Pharms. who have been so much in the limelight lately; but pharmacy, until it becomes more "sheltered," cannot be anything but, primarily, a trade. I am afraid the Professor's contribution to the problem of the practical pharmacist is another example of the motto which is that of—Yours, etc.,

NE SUTOR ULTRA CREPIDAM (14/10).

SIR,—The pronouncements of Professor Burn in his report at the inaugural meeting of the new session of the Pharmaceutical Society's College call for some comment. The problem of the chemist's shop has to be faced, he says; for there is no question but that the aim of the Council is to make the pharmacist a professional man. This policy, he continues, is largely defeated by requiring an apprenticeship which can scarcely be called professional; students arrive at college with the "defeatist" view (some might call it realist) that selling packed goods is the greatest part of their work. So now we know. So sordid an occupation as selling packed goods is to be eliminated, or at least kept in the background; pharmacies are to be installed in which the public can see the pharmacist dispensing with "reverence" in "dignified surroundings." Abolition of the Chemist and Druggist course is recommended in favour of a modified Pharmaceutical Chemist course of two years. Some of us, rank-and-file members of the Society, would like to know just a little more. Is Professor Burn voicing the views of the Council? If so, has the Council something up its sleeve to bring dispensing up to profitable levels? Otherwise the surroundings of the spacious pharmacies, isolated from the rude commerce of the "drug store," are likely to be as "dignified"—and as little used—as Victorian parlours. The question of paying for them had better be left alone, perhaps; it might lead us back to that inferior part of the shop where the chemist makes his living, such as it is, to-day. Professor Burn has said nothing to convince us that these tabernacles of science will be any more profitable in the future than our dispensing departments are at present, unless we are to understand that the public likes to pay high prices for its medicine (which, from experience, we are inclined to doubt).—Yours, etc.,

D. BUNKER (12/10).

Shop Hours

SIR,—A prescription-envelope of a London (S.W.7) chemist is before me. According to the hours of business which he advertises on the back of this envelope I find that his staff work for fifty-eight and a half hours a week, not taking into consideration the extra "duty" hours which all chemists have to put in. In an article on p. 217 of the *C. & D.* of August 22, the following appears: "To the chemist's assistant of to-day enjoying a 48-hour week and a half-holiday. . . ." I have never yet found a chemist who enjoys a 48-hour week. My experience, when working at "home," was never less than fifty-seven hours *plus* the hours on the duty roster. Comment is needless, but I am glad to be out here, where we finish at 6 p.m. and have our half-holiday on Saturdays. No wonder the average chemist's assistant is apathetic towards the Pharmaceutical social world and is only too glad to get away from anything savouring of pills and potions.—Yours faithfully,

L. E. DAWS.

Salisbury, S. Rhodesia.

The Future of Pharmacy

SIR,—I feel sorry for "Wake Up" (*C. & D.*, October 3, p. 395); I should like to dissipate his pessimism if possible. I remember more than twenty years ago—nearer forty, in fact—reading very similar letters in the pharmaceutical Press of those days; but the private chemist is far better off now than then, and I have no doubt that if he looks after his business and gives an efficient and up-to-date service, he may be even better off in twenty years' time than he is now. I want to say a word for the wholesaler, for I have the idea that he usually gets more kicks than anyone else. I do not know whether he is charging a higher rate for his "smalls" than he does for his dozens; but I believe the pharmacist is not always giving him the help and consideration he should. I have a case in mind where a chemist rang up a wholesaler every morning for a week and ordered one only of an article, knowing that his customer would require at least six during the next few days. Let us visualise what this meant to the wholesaler—six sets of invoices, six entries in the ledger, six delivery notes, six separate checks by two checkers in the warehouse, in place of one of each had the six items been ordered at once

I am, etc.,
OBSERVATOR (12/10).

Sundays and Half-Holidays

SIR,—The problem of the employment of assistants on early closing days has resulted in a chemist being summoned under the Shop Hours Act (*C. & D.*, October 10, p. 400), and the Bench suggested that some arrangement could be come to with the authorities concerned. I have always been a supporter of any measure which tends to alleviate the conditions of work; but the chemist who is on the Insurance panel is in a cleft stick—he must give his assistants their legitimate half-holiday and he must provide a dispensing service. It may be suggested that he can solve his problem either by taking all the duties himself, or by closing his shop on that day, but neither of these courses is practicable. If he has more than one shop he can only take duty at one of them, and he breaks his contract if insured persons cannot obtain their medicine. When the Sunday trading restrictions come into force the chemist's dilemma will be worse still.

Yours truly,
DIMANCHE (12/10).

Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

K. C. (29/83).—Hair-darkening bay-rum.—Preparations of this nature are usually made by the addition of 10 per cent. of resorcin acetate to ordinary bay-rum.

L. I. C. (28/98).—Red cough elixir.—The formula for red cough elixir in the *C. & D. Diary*, 1904 (p. 547), is as follows:—

Syr. rhœados	℥viij.
Syr. tolu.	℥viij.
Ac. sulph. dil....	℥iv.
Spt. æther. chlor.	℥iv.
Syr. papav. alb.	℥ij.
Morph. hyd.	gr. xvj.

Dose: One teaspoonful in water.

R. J. B. (12/28).—Hardening of plaster of Paris.—In dental work it is customary to add a proportion of borax, which also tends to diminish expansion and setting time. For other work a method which has been recommended is to mix six parts of plaster with one part of recently slaked lime. The mixture is employed like ordinary plaster. After it has become thoroughly dry, the object manufactured from it is saturated with a solution of any sulphate whose base is precipitated in an insoluble form by lime. The sulphates best adapted for the purpose, from every point of view, are those of iron and zinc. With zinc sulphate, the object remains white, as might be supposed. With iron sulphate, the object, at first greenish, finally assumes the characteristic tint of iron sesquioxide. The object to be hardened should be very dry, so that the solution employed may penetrate it easily. The solution should be near the point of saturation, and the first immersion should not exceed two hours.

J. C. M. (19/86).—Hair setting lotion.—Setting lotions are frequently dilutions of permanent waving solutions, as shown by the following:—

Potassium carbonate	ʒij.
Borax	ʒij.
Ammonium carbonate	ʒij.
Water	℥xx.

Formulas for setting lotions containing agar and gelatin were given in the *C. & D.*, 1936, I, 474.

C. D. S. (29/99).—Finger print powder.—It is not clear whether you desire to take fingerprints for identification or merely as a detection of theft. In the former case, the fingers are usually cleaned with benzene and the powder used is either mercury and chalk (grey powder) or graphite (printers' ink was formerly employed). For detecting thefts, an aniline dye, for example, violet or magenta, is dusted on the coins.

B. K. P. (12/88).—Liquid shaving soap.—We think the following formula will meet your requirements:—

Coconut oil	10
Stearic acid	10
Palm kernel oil	10
Lard	7·5
Caustic potash 89/90	8
Caustic soda 98	0·66
Glycerin	2·5
Borax	0·5
Triethanolamine	0·5
Water	50
Oleic acid	a sufficiency

Neutralise with the oleic acid, if necessary, to show a *p*H of not more than 7.5 before adding borax and triethanolamine. Reserve 10 parts of water to dissolve the borax. The soap takes about fifty hours to be absolutely liquid. If required thinner, slightly increase triethanolamine and borax.

J. J. S. (9/48).—Opening a pharmacy.—A comprehensive survey of this subject was included in *The Chemist and Druggist Diaries*, 1932 and 1933.

Kousso (17/36).—Morning salts.—The carton is not a suitable form of packing for preparations of this nature, and your trouble is accentuated by the use of sodium chloride. We think that if you omit this ingredient, or preferably include only the sulphates, the salts will remain fairly stable.

A. S. T. (12/49).—Sample of liquorice.—The root is genuine liquorice, and agrees with samples from Persia and Upper India. It is in good condition, and should fetch a reasonably fair price in the market, but, of course, the decorticated root has always the highest value. The Persian root is largely used for confectionery and extract manufacture, and for flavouring tobacco. The Agricultural Department in Iraq might indicate a commercial source.

T. H. C. (3/95).—Milk fever in cows.—The modern method of treating milk fever is by means of calcium gluconate or preferably borogluconate. This is given by intravenous, intramuscular or subcutaneous injection. Calcium chloride or calcium lactate are sometimes employed, but these must be injected by the intravenous route. The difficulty with calcium gluconate has been to maintain in complete solution, for, if it were administered subcutaneously with the slightest trace of precipitation, an abscess or sloughing at the site of injection is liable to occur. This difficulty has been overcome by administering the solution hot and not stronger than 5 per cent. It has been found that two ounces of the salt was quite sufficient to effect rapid and complete cure. The addition of boric acid keeps the calcium in perfect solution for a long period, and the following formula has been recommended:—

Calcium gluconate	2 oz.
Boric acid	3 dr.
Water	11 oz.

Dissolve the gluconate and the acid in about thirteen ounces of boiling water and evaporate down to eleven or twelve ounces.

W. G. S. (5/39).—Relinquishing insurance dispensing.—According to the N.H.I. regulations, three months' notice is necessary, but in most cases this can be considerably shortened provided an adequate service is available from other chemists in the neighbourhood. If the business is being sold, it is possible for the resignation to take effect on the same day on which the purchaser takes over the business. You should get in touch with the secretary of the local Pharmaceutical Committee.

K. O. H. (12/52).—Nettlerash in dogs.—Urticaria or nettlerash occasionally occurs in animals and is at times quite alarming, as the lumps may be big and coalesce forming large swellings. The peculiarities noted afterwards were probably due to brain or optical delusions. The swellings come up suddenly, and usually subside after a few hours, resembling the effect of stinging nettles, hence the name. The cause is always considered due to diet or gastric disturbance, and some aperient followed by an alkaline bismuth mixture is all that is needed. Occasionally there is irritation and slight staring of the hair.

E. M. (3/92).—Book on cosmetics.—The English publication of the work on cosmetics to which you refer is "Secrets of Charm," G. P. Putnam & Sons, 1929, 10s. 6d.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," October 16, 1886

Typical Prescriptions

It is remarkable how few varieties there are of what may be termed typical prescriptions. In casting my eye over above 2,000 written by the leading West End physicians, about 50 per cent. merely require accurate measurement of the ingredients, without reference even to the order of mixing. About 10 per cent. have one or more salts that require to be dissolved, with or without heat, but which in houses where much dispensing is done are generally kept in solution, so that in fact these scarcely differ from those previously mentioned; another 10 per cent. have some powder or powders such as rhubarb, magnesia or chalk to be rubbed down and mixed with the vehicle in a mortar; the remainder would embrace the emulsions, pills, ointments, pessaries and suppositories. [From an address by Mr. Thomas Greenish, past-president of the Pharmaceutical Society of Great Britain, at Sheffield.]

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A.B.C. 5th & 6th, Liebers, Bentleys, Premier, Marconi and Private

CHAS. ZIMMERMANN & Co. LTD

9-10 ST. MARY-AT-HILL
LONDON, E.C.3, ENGLAND

HALIBUT LIVER OIL
OF MAXIMUM PURITY

CALCIUM GLUCONATE B.P.

QUININE SALTS

Lysols (Bulk and Packed)
Male Fern Extract
Mercurials
Methyl Salicylate
Methyl Sulphonal
Metol
Otto of Rose
Pancreatin
Papain
Peppermint Oil
Pepsin Powder and Scales
Phenacetin
Phenolphthalein
Phenazone
Pilocarpine
Potass. Iodide
Potass. Oxyquinolin Sulphate
Procaine
Pyrogallic Acid (Cryst. and Resub.)
Quinine and Salts
Saccharin
Saffron
Salicylates
Salol
Santonin
Soda Benzoate
Soda Phenyl Ethyl Barbituric
Sugar of Milk
Sulphonal
Tannic Acid (Leviss. & Technical)
Terpeneless Oils
Terpineol
Terpin Hydrate
Theobromine
Thymol
Vanadate of Ammonia
Yohimbine

ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

Goods covered by Dangerous Drugs Acts offered subject to all regulations

Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethylmorphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin Morphine · Opium · Podophyllin Resin · Salicin · Santonin Scammony Resin · Strychnine · Veratrine and other Pharmaceutical Chemicals and Preparations.

T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

Blandfield Works, Edinburgh, 32-34 Virginia St., Glasgow

99.90%

N_2O

ANALYSIS OF COXETER'S N_2O

Nitrous oxide - not less than 99.90%
Nitrogen - - not more than .08%
Oxygen - - not more than .02%
Carbon monoxide - - absent
Nitric oxide - - - absent
Water - - - the gas is dry to Calcium chloride

COXETER'S NITROUS OXIDE

Manufactured by

COXETER & SON, Ltd.
Morden Factory Estate,
Morden Road, S.W.19.

Telephone Nos.:
Liberty 2275 Apparatus Sales
" 3266 Gas & Cylinder Sales
" 3382 Management
" 3383 Purchasing Dept.
Telegrams: Coxeter, London

CONDENSED GAS CO. Ltd.
202 Head Grove,
Rusholme, Manchester
Telephone - RUSholme 2882-3
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ARABIC (Whole & Powdered)
BENZOIN "
GAMBOGE "
MYRRH "
TRAGACANTH "

ANY QUANTITY. ANY PACKING.

Write for List of 1 lb. quantities and upwards

L. A. Horner & Sons

12 SOUTH TENTER STREET
LONDON, E.1

BOOTS PRODUCTS in Modern Therapy

ACRIFLAVINE — BOOTS
BISMOSTAB (Injection of Bismuth, B.P.)
CALCIOSTAB (10% Calcium Thiosulphate)
CHLOROSTAB (Bismuth Oxychloride Suspension)
COMPOUND FLUID EXTRACT OF LIVER — BOOTS
DRY EXTRACT OF LIVER — BOOTS (Extract Hepatis. Siccum, B.P.)
HEPASTAB (Intramuscular Liver Extract)
HEXYL RESORCINOL (Capsules and Tablets)
INSULIN — BOOTS
LIVRON (Compound Liver Extract and Iron)
NOVOSTAB (Neoarsphenamine)
PEPSAC (Desiccated Stomach Substance)
PITUITARY (posterior lobe) EXTRACT — BOOTS
QUINOSTAB (Iodo Bismuthate of Quinine Suspension)
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STABILARSAN (Arsphenamine Diglucoside)
THIOSTAB (10% Sodium Thiosulphate)

TRADE MARK **NEOKET** BRAND
(Compound Mandelic Acid Granules)
The complete treatment for Urinary Infections has been introduced.
Neoket does not contain ammonium chloride.
SPECIAL LITERATURE ON REQUEST

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BOOTS PURE DRUG CO. LTD.
NOTTINGHAM

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

Wholesale Trade only.

STERNS LTD.

16 FINSBURY SQ., LONDON, E.C.2, ENGLAND
Telephone: NATIONAL 7644 (7 lines)
Telegrams: "CENTUMVIR, PHONES, LONDON."

This
Winter get
your Bonus

Available through your Wholesaler

or write Makers: **KAY BROTHERS LTD.**
St. Petersgate, STOCKPORT

YOU SHOULD STOCK

TAMAR INDIEN GRILLON	Because this famed fruit laxative is consistently advertised in the best magazines, and is in constant demand.
Dr. Jaillet's PEPTO-FER	Because it has earned world-wide repute as a pleasant-tasting tonic which produces the most beneficial effect on convalescents and anæmics.
RIGOLLOT'S MUSTARD LEAVES	Because their strength and superior quality make them the best mustard plasters obtainable.

Note: RIGOLLOT'S MUSTARD for veterinary purposes is an indispensable line for the chemist who serves a rural community.

All inquiries (except for Pepto-Fer) to:
GUYOT-GUENIN & SON (Dept. C.D.)
59 Southwark Bridge Road, London, S.E.1.

For Pepto-Fer, please write direct to:
Dept. C.D., DARRASSE FRÈRES,
13 rue Pavée, Paris IV, France.

6D NEW PRICE NEW SIZE

BRINGS NEW BUSINESS

GRASSHOPPER BRAND OINTMENT

GRASSHOPPER LTD.
9, BROMELL'S ROAD,
LONDON.
S.W.4.

Rexall

CHEMISTS suggest it with all COLD REMEDIES

Rexall NASAL DROPPER with EPHEDRINE - PRICE 1/3

This is a seasonable line to sell by itself or as a companion item with other cold remedies. It obtains thorough results because it gets right at the centre of the trouble —contracts the swollen tissues which block air passages and cause the stuffiness.

ONE OF THE HUNDREDS OF SELLING LINES OFFERED TO REXALL CHEMISTS

Enquiries from districts not covered by a Rexall Agency will receive every attention.

UNITED DRUG CO. LTD.
NOTTINGHAM

C.F.H.

CLOSING DAYS

OF GIBSON'S WINTER PASTILLES BONUS OFFER

50—60 per cent. on Pastilles in bulk

40—60 per cent. on Pastilles in 2oz. tins

Order now from

ROBERT GIBSON & SONS, LTD.

MANCHESTER and LONDON

Every Bengué Speciality excels

AGOCHOLINE

Combination of Magnesium Sulphate and Meat Peptone, used as a cholagogue and also cholecysto-kinetic.

PASSIORINE

Fluid extract of Passiflora Incarnata, circulatory and nerve sedative. A non-toxic preparation.

OPOCALCIUM

A remineralising agent composed of mineral salts and gland extracts. Recommended for Tuberculosis, Rickets, &c.

DR. BENGUÉ'S BALSAM

Gives almost instant relief, in cases of Rheumatism, Neuralgia, Lumbago, &c.

BENGUÉ & CO. LTD.

24 FITZROY ST., LONDON
'PHONE: MUSEUM 8608-9
'GRAMS: "ANESTILE, LONDON"

Antiphlogistine
Brand Dressing

HUMAN & VETERINARY
MADE IN ENGLAND

Write for Special Quantity Terms

The Denver Chemical Mfg. Co., Carlisle Road, London, N.W.9

CHERRY'S
SLUMBER-TEA
A profitable, easy selling all-the-year-round line with an ever increasing demand. A counter display will readily pay you. Particulars, etc., from
CARTER BROS., SHIPLEY, Yorks.

URICURE TABLETS
The greatest of all Rheumatic remedies
A LINE THAT ONLY CHEMISTS CAN SELL
1/3 size, 7/-; 3/- size, 17/6; 5/- size, 25/- per doz.
The Acton Pill & Tablet Co. Ltd., Ash Vale, Surrey

HALIBUT LIVER OIL
PURE HALIBUT LIVER OIL. CAPSULES AND EMULSION
We offer genuine Halibut Liver Oil of high vitamin potency, also Halibut Liver Oil Capsules and Emulsion. Ask for samples and prices.
LOFTHOUSE & SALTMER LTD—HULL

America's favourite comes to England!

In America " Alka-Seltzer " Tablets are the sensation of the chemist's trade. In four years they have grown from nothing to his biggest selling single item. " Alka-Seltzer " is a household word.

And naturally! For " Alka-Seltzer " Tablets are a great improvement over other remedies for excess acidity and all the ills which acidity causes. For the first time in pharmaceutical history, Sodium Bicarbonate, Citric Acid and Acetyl-Salicylic Acid have been combined in stable form in a completely soluble effervescent tablet.

An " Alka-Seltzer " Tablet dropped in half a glass of water makes a pleasant, sparkling, refreshing drink which counteracts excess acidity and brings instant relief to Wind, Heartburn, Pain after Eating and other symptoms of Acid Indigestion. It stops Headaches and Neuralgia in a few minutes, and is very effective for Colds, Rheumatic Pains, etc. As a safe analgesic it is unrivalled.

For the moment " Alka-Seltzer " Tablets are being advertised in a few districts, but the campaign is being extended rapidly and soon it will become nation wide. The chemist who stocks " Alka-Seltzer " now will have the nucleus of a trade that will grow enormously.

If you are interested, write for full particulars of " Alka-Seltzer " Tablets, price list, display discounts, etc.

SOLE DISTRIBUTORS
DON S. MOMAND LTD.,
10/15, CHITTY STREET, LONDON, W.1.

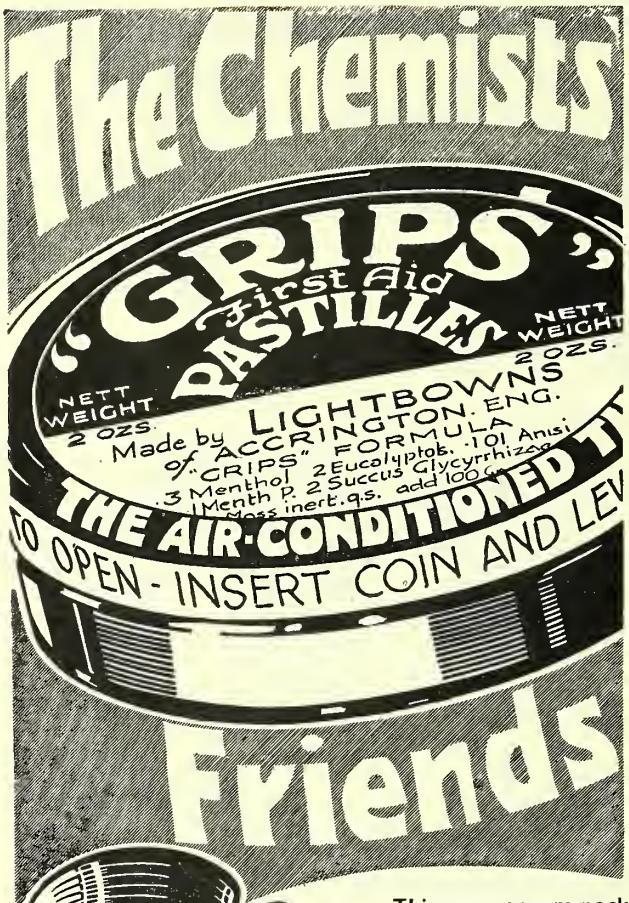
"Alka-Seltzer" Brand

Effervescent Alkalizing & Analgesic Tablets

The Miles Laboratories Inc., manufacturers of "Alka-Seltzer" Tablets, are known throughout America as staunch friends of the pharmacist and as equally staunch upholders of the principles of fair profits and fair trading. They stand behind every sale of "Alka-Seltzer" and chemists are authorised to refund without question the full purchase price of the first bottle if ever requested to do so.

Retail Prices
1/3 & 2/6
Full P.A.T.A. terms

T.2.



This new vacuum pack keeps Grips absolutely fresh permanently. It fits the pocket and preserves the attractive goodness of the contents.

Keep this pack prominently displayed on your counter. It will pay its way and leave you a handsome profit.

Write for samples and terms of the pastille which is the favourite of millions.

Thos. Christy & Co. Ltd., 4-12 Old Swan Lane, London, E.C.4

Agents to the Wholesale and Retail Chemists' Trade

'GRIPS'

First Aid Pastilles

Made by J. W. Lightbown & Sons Ltd., Accrington

'Dettol' destroys the germs

ALTHOUGH deadly to germs, 'Dettol' is gentle to tissue, and can be used at really effective strengths without danger (for dilution see directions). It thus possesses marked superiority over carbolic and cresylic antiseptics. The Rideal Walker test proves 'Dettol' to be three times more efficient than phenol, or half as strong again as B.P. solutions of cresols with soap. 'Dettol' is non-poisonous, non-staining and has an agreeable odour.

'Dettol' — most attractive in appearance and packing — sells at a reasonable price — 4 ozs. for 1/- and 16 ozs. for 3/- and larger sizes for medical and hospital use.

'DETTOL'
TRADE MARK

THE NEW ANTISEPTIC

RECKITT AND SONS LTD. (PHARMACEUTICAL DEPT.) HULL
LONDON: 40 BEDFORD SQUARE, W.C.1

300,000 a week

This is the amazing number of

CURICONES

The famous Anti-Rheumatic Capsules

NOW BEING DISTRIBUTED

How large is your share of this output?

Write to-day for display material and particulars of this prescribed and widely-advertised line.

STEPHEN MATTHEWS & CO. LTD.,
Manufacturing Chemists,
19/21 FARRINGDON ST., LONDON, E.C.4

• the Chemist sells to an ENTIRELY UNRESTRICTED MARKET

THOUSANDS OF POUNDS will be spent this season NATIONALLY ADVERTISING

GALLOWAY'S COUGH SYRUP

• . . . link your counter or window with this profitable sales-promoting scheme.

• NATION-WIDE PRESS AND POSTER ADVERTISING MEANS—

• NATION-WIDE SELLING

See that you are fully stocked and ready to meet the demand

GALLOWAY'S

COUGH SYRUP

A £5 Order entitles you to

10% DISCOUNT and 2½% for Prompt Cash

1/3 Size 12/- Per doz.

2/6 „ 24/- „ „

Carriage and Packing Free in United Kingdom

FAMILY

LUNG SYRUP

Special Offer

FOR £5 PARCEL

6½d. SIZE	- -	4/9	PER DOZ.
1/- „	- -	9/-	„ „
1/6 „	- -	13/6	„ „

5% Discount and 2½% for Prompt Cash

shows nearly 50% PROFIT!

A Genuine Remedy
Nationally Advertised
Sales Compelling and Profitable

A Product of

P. H. GALLOWAY LTD., LONDON, S.E.17

Increase your turnover....

by keeping well stocked with

PHOSFERINE

BRAND TONIC

The Greatest of all Tonics

★

This popular Tonic Medicine is always in demand and is supported by intensive National Advertising.

LIQUID and TABLETS

1/3, 3/- and 5/-

CARRIAGE PAID. MONTHLY A/C

Window display terms in United Kingdom on application to :—

PHOSFERINE (ASHTON & PARSONS) LTD.
La Belle Sauvage, Ludgate Hill,
LONDON, E.C.4

Established 1880

H. E. STEVENSON & Co., Ltd.

10 Pancras Lane,
Queen Victoria Street, London, E.C.4

Halibut Liver Oil

Finest Refined Quality

Biologically standardised for Vitamin A and D and free from any added Vitamin

IN BULK
Or in
5 c.c. vials in cartons. 15/- per dozen.
Also in
Bottles of 25 × 3m Capsules beautifully packed. 17/- per dozen.

H.L.O. Emulsion

For Coughs, Colds, Influenza, etc.

6D. PER BOX

"ZEMS"

HERBAL LIQUORICE TABLETS

STOCKED BY ALL LEADING WHOLESALERS

Prepd. by ZEMS LTD.
GLADSTONE LABORATORIES
113 PARK AVENUE,
WILLESDEN GREEN, N.W.10

AN "OPEN TELEGRAM" TO EVERY CHEMIST IN ENGLAND

SENT BY THE MAKERS OF

DŌ-DŌ BRAND

THE MOST EFFECTIVE TABLET SPECIFIC FOR ASTHMA IN THE WORLD

2

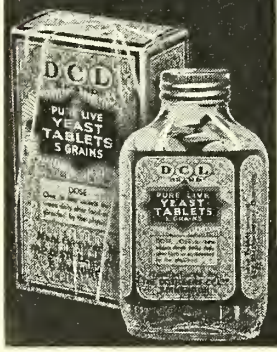
NORWEGIAN COD LIVER OIL

There is no efficient substitute for Norwegian Cod Liver Oil. Take the direct road to Nature's fount of health, Norwegian Cod Liver Oil; you will then be on safe ground. Always ask for Norwegian Cod Liver Oil.

DCL YEAST

FOR MEDICINAL USE

IN TABLET FORM



60 Tabs. 1s. 6d.
120 Tabs. 2s. 6d.
Retailers' discount 33⅓%
Wholesalers' ,, 16⅔%
CARRIAGE PAID

Recommended for improving the condition of the blood, and for treatment of skin eruptions

Should retailers experience any difficulties in getting supplies through usual channels send a postcard to the manufacturers

The **DISTILLERS CO.** EDINBURGH Ltd.

MASON'S EXTRACT OF HERBS WINDOW SHOW TERMS ARE NOW AVAILABLE

Apply for Illustrated Particulars to

NEWBALL & MASON LTD. - NOTTINGHAM

DOES YOUR COD LIVER OIL COMPLY WITH THE NEW "B.P." STANDARD?

THE new "B.P." standard for Cod Liver Oil demands a *minimum* of 600 International Units of Vitamin A and 85 International Units of Vitamin D per gramme.

Are you *sure* that the oil you are getting, or that you have contracted for during the coming season, complies with the new standard?

Insist on having a guarantee of Vitamin potency expressed in International Units. These are the *only* Units recognised as reliable by the International Vitamin Conference.

Every delivery of Sol-vit-ax is guaranteed specifically to contain a minimum of 1,000 International Units of Vitamin A and a minimum of 100 International Units of Vitamin D per gramme.

Do not be misled by other Units that "look high" but that actually express a lower potency according to the International Standard.

You cannot rely on a mere Certificate of Analysis. It can only apply to the occasional samples tested. You *can* rely *absolutely* on Sol-vit-ax because every delivery has been tested biologically.

In addition to its superior Vitamin potency and reliability, Sol-vit-ax Cod Liver Oil is practically tasteless and odourless.

Sol-vit-ax is an All-British product, produced in the largest and most up-to-date Cod Liver Oil Refinery in the world.

SOL-VIT-AX OFFERS YOU THE FINEST QUALITY

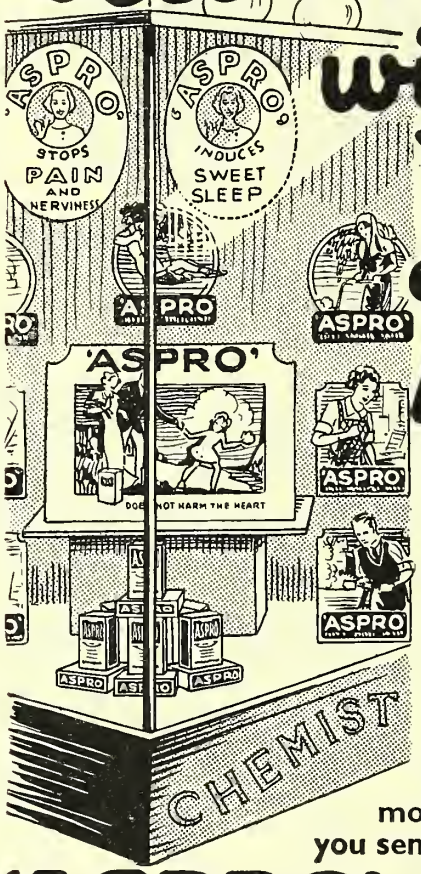
Ask your wholesaler for Sol-vit-ax — the "guaranteed" Cod Liver Oil — and specify it in your emulsions.

SOL-VIT-AX BRAND
MEDICINAL COD LIVER OIL

BRITISH COD LIVER OIL PRODUCERS (HULL) LTD.

Grams: "Vitamins, Hull" St. Andrew's Dock, Hull, England. Phone: Hull 37759

Tell them in your window that YOU stock 'ASPRO'



When you put 'ASPRO' advertising matter in your window you attract customers to your shop. Your general sales benefit. Remember, large space 'ASPRO' Advertisements are carried several times monthly by over three hundred papers, with a total circulation of over 32,000,000. You get your share in the sales activity created by this advertising when you show 'ASPRO' advertising material — just as if you spent a proportionate amount of money on the advertising yourself. We suggest you send for an 'ASPRO' display to-day. Remember,

'ASPRO' ADVERTISING produces the customers

'ASPRO' DISPLAYS bring them in

use these 'ASPRO' aids to SALES

CHEMISTS ENVELOPES AND BAGS

Kristal Envelopes 2/6 per 1,000.
Grease proof 2 oz. bags 1/- per 1,000.
Cash with order

WINDOW STICKERS

GIANT CARTON

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made in England by
ASPRO LIMITED
SLOUGH, BUCKS.
Telephone: Slough 608

No proprietary right is claimed in the method of manufacture or the formula.

'ASPRO' REG. TRADE MARK

AVAIL YOURSELF OF THE 'ASPRO' BONUS

BONUS ON 5's & 10's
One gross order ... Bonus 1 dozen packets
Half gross order ... Bonus ½ dozen packets
Half gross of either size is the minimum order accepted for bonus purposes

BONUS ON 27's
One Gross order ... Bonus 2 dozen packets
Half Gross order ... Bonus 1 dozen packets
Quarter Gross order Bonus ½ dozen packets
Quarter gross is the minimum quantity

NO BONUS ON 60's

BONUS CONDITIONS—
The only conditions made are that the Chemist who buys on these terms undertakes to show 'ASPRO' advertising matter in his shop window for 14 days and sell at advertised prices. Acceptance of Bonus is considered acceptance of conditions regarding display and selling prices.

[48/24]

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C. 2

OCTOBER 17, 1936

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS** for **SALE** and **AGENCIES**—**6/-** for **50** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS OPEN—**6/-** for **40** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS WANTED—**2/-** for **18** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, **1/3** per nonpareil line (12 lines = 1 inch single column). (Box No., **1/-** extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—**10/-** for **60** words: **1/-** for every additional **10** words or less. (Box No., **1/-** extra.)

EXCHANGE COLUMN (for Retailers, etc.)—**Twopence** per word, minimum **2/-.** (Box No., **1/-** extra.)

REPLIES FROM ADVERTISERS—**1/-** per line; **3** lines **2/6.**

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (10 *lines*). *Telegrams: "Chemicus, Estrand, London."*

CLOSING FOR PRESS

All advertisements intended for insertion in this Supplement must reach us not later than **FIRST POST THURSDAY MORNING**

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone Nos.: CITY* 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—WANSTEAD (NEAR).—High-class Retail and Dispensing Business for sale; takings nearly £1,900 per annum under management; excellent profits; very attractive shop with beautiful front; good, clean, saleable stock; rent and rates under £60 per annum; price all at £1,000, or alternatively £300 for the lease and goodwill plus stock and fixtures at valuation.

2.—UPPER NORWOOD.—General Retail Business; middle-class clientele; established 70 years; turnover present rate £25 per week; ill-health reason for sale; price all at £700 or near offer.

3.—BRIXTON—Old-established Business for sale; in present proprietor's hands 13 years; takings £15–£16 per week; gross profit £7 per week; stock and fixtures worth £300; living accommodation at present sublet to almost entirely cover rental; new lease; price £300 all at or near offer; must be sold forthwith for genuine reason.

4.—SURREY (FEW MILES OUT).—Middle-class Family Retail Business for sale owing to ill-health; takings £1,200–£1,300 per annum; net profit about £350 per annum; nice living accommodation; rent £70 per annum; price £700 all at, £400 down and the rest by instalments; stock and fixtures worth £550.

5.—LEWISHAM.—Cash Drug Store for sale by elderly proprietor; takings average £11 per week; net profit £2 10s.–£3 weekly; stock and fixtures worth about £175; living accommodation over; reasonable rental; price all at £250.

6.—LONDON, W.10.—Working-class Cash Retail Business; increasing turnover, last year £900; net profit about £225; comprehensive stock; rent £1 a week; long lease; price all at £550.

7.—STRATFORD (NEAR).—Middle and Working-class General Retail Business with increasing turnover, last year over £1,300; net profit nearly £7 per week; nice living accommodation; side entrance; price £750 all at; ill-health reason for disposal.

8.—HOLLAND PARK.—General Retail Business for immediate disposal; takings about £16 per week at present; stock worth about £300; living accommodation over; very reasonable rental; price to include everything £250.

9.—NORTHWOOD, MIDDLESEX (NEAR).—Good-class Business for sale owing to ill-health; returns average £26–£27 per week under management; stock, fixtures and shop front cost about £700; nice living accommodation at present sublet at 22s. 6d. per week; price asked £900 all at or near offer, or valuation terms entertained.

10.—HAMMERSMITH BROADWAY (NEAR).—Good-class Business for disposal situate in unique position; increasing turnover; approximately £1,600 for last completed year; long lease at reasonable rental; attractive shop very well fitted and stocked; further details on application.

11.—SOUTH WALES.—General Retail Business with Seeds, Wines, Spirits, etc.; returns last year £2,730; gross profit 37 per cent.; net profit about £500 per annum; nice living accommodation; stock and fixtures worth about £1,200; price valuation of stock and fixtures only, or alternatively £1,100 all at.

12.—WILTSHIRE.—Light Middle-class Retail Business; well established; increasing turnover, last year being approximately £1,500; net profit £420; living accommodation; good, clean stock; rent only 10s. per week; long lease; price £1,000 all at or near offer; vendor purchased another business.

13.—MARGATE.—General Retail Business with increasing turnover, present rate averages £13–£14 per week; stock and fixtures worth about £750; premises can be purchased or leased; price all at £750; ill-health reason for sale.

14.—EASTERN COUNTIES.—General Retail Business; established about 50 years; neglected returns present rate £10 per week; stock worth £350; nice living accommodation; rent £50 per annum; price all at £425 or near offer.

15.—ERITH (NEAR).—Middle and Working-class Retail Business established 7 years ago by vendor; takings last year £1,109; net profit £374; stock worth nearly £300; rent only £32 per annum; price all at £500, or £150 plus stock and fixtures at valuation.

16.—BOURNEMOUTH (RETIREMENT VACANCY).—Good-class Retail Business in present hands 43 years; net profit averages £270 per annum; accommodation over sublet to cover rental; valuable stock and fixtures; prices to include everything £450.

17.—YORKSHIRE (HEALTH RESORT).—General Retail Business taking about £1,200 per annum; gross profit about £420; net profit approximately £300 per annum; house at present let off at £52 per annum, but possession could probably be obtained; stock and fixtures estimated at £800 but an offer of £500 all at would be accepted if made forthwith.

18.—VERY OLD - ESTABLISHED PROPRIETARY FOR SALE.

Very useful as side line in Chemists' Business; net profit about £150 per annum; very reasonable purchase price; further details on application.

19.—STAFFORDSHIRE.—Good Middle-class Business with Wine Licence; takings last year £1,532; net profit £336; stock worth £550; fixtures £200; nice living accommodation; very reasonable rental; price all at £1,000 or £250 plus stock and fixtures at valuation.

20.—MANCHESTER.—For immediate sale, Good-class Business; takings about £20 per week; gross profit 40 per cent.; light oak fixtures; modern living accommodation; rent £110 per annum; stock and fixtures worth about £500; no reasonable offer refused.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

ERNEST J. GEORGE & Co.

Bank Chambers, 329 High Holborn, London, W.C.1
Telephone Nos.: Holborn 7406 & 7407 (2 lines)
15 Bridge Street, Walsall Telephone: Walsall 3774

Lancashire and District Representative: Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone: Great Moor 2405

Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(C1) MIDDLESEX.—Two middle-class businesses with excellent future prospects, now doing at the rate of approximately £2,500 and £2,000 per annum respectively; living accommodation available in both instances; joint sale preferred, but separate negotiations entertained; prices by arrangement; would make an excellent investment for anyone open to consider the purchase of two such propositions, as they are very conveniently situated from the point of view of supervision, etc.; Bankers' references required.

(C2) LONDON, N.W.—Unopposed Pharmacy situated in shopping parade of populous residential district; increasing returns, at present at the rate of approximately £2,500 per annum; modern flat above (optional); new 21-year lease will be granted; price £1,500.

(C3) HOME COUNTY.—Unopposed Pharmacy, situated amid very pleasant surroundings; turnover approximately £2,600 per annum; there is another business of a different character also under the same ownership, which could be acquired, or may be separately disposed of; the combined annual returns exceed £5,000; reasonable rental which includes living accommodation; price of whole approximately £3,500 or for the chemist's business only, by negotiation.

(C4) WESTMINSTER.—Lock-up Pharmacy situated in populous area, near to several hospitals; turnover for last financial year, £1,514; inclusive rental, £130; price £750, or reasonable offer.

(C5) TWICKENHAM (NEAR).—Middle-class business, with good living accommodation; turnover for last trading period exceeded £1,500; rent £100; good scope for further increase; reasonable purchase price.

(C6) BRISTOL SUBURB.—Old-established high-class dispensing business, with scope for considerable development under personal proprietorship; turnover upwards of £2,000 per annum; premises well situated; price approximately £1,300 all-at.

(C7) WILTS (NEAR BORDERS OF SOMERSET).—Charmingly situated country business, now averaging between £1,400 and £1,500 per annum; net profit about £420; rent £26; main road situation; very easily worked; price asked £1,000, but offers will be considered, as the Owner has purchased another business, and is desirous of selling as quickly as possible.

(C8) LEIGH-ON-SEA.—Opportunity to acquire good family business, with turnover averaging between £20 and £25 per week, at value of stock and fixtures only; good scope with personal attention; living accommodation, including bathroom and good garden; no near opposition; first reasonable offer accepted, as a quick sale is desired.

(C9) LONDON, WEST.—Good-class family business, occupying main position; turnover approximately £2,200 per annum, with definite scope for further development; well stocked and fitted; very reasonable overheads; price approximately £2,000; Bankers' references required.

(C10) LIVERPOOL.—Pharmacy, with living accommodation, offering excellent scope and opportunities, if fully exploited; this has not been possible under the present ownership, owing to continued ill-health; present returns small (approximately £16 per week), but are capable of early increase; rent £52 per annum; price about £400, representing estimated value of stock and fixtures only.

(C11) ILFORD.—Main road Pharmacy with six-roomed flat above; returns at the moment average between £30 and £35 per week, but these figures are capable of early and substantial increase; price £800/£900 all-at; a quick sale, however, is desired, and reasonable offers will be considered; a short trial period might be arranged if necessary.

(C12) MIDDLESBROUGH.—Established unopposed business with excellent house above; net profit for last financial year, £300; rent and rates, £71; price about £275 all-at, representing the approximate value of stock and fixtures only, part might remain.

(C13) NORTHANTS (IMPORTANT CITY).—Very old-established family and dispensing business; increasing turnover, now at the rate of approximately £1,500 per annum; good living accommodation; reasonable rental; long lease; price £1,000, or offer, to include household fixtures; premises in excellent state of repair; early sale desired for genuine reason; well recommended.

(C14) TUNBRIDGE WELLS.—Old-established retail business occupying prominent position; now doing at the rate of approximately £1,200 per annum, but scope exists for considerable further increase; must be sold quickly owing to genuine domestic circumstances; stock and fixtures worth approximately £750; first reasonable offer will be accepted.

(C15) STAFFS.—Unopposed country Pharmacy with some agricultural trade; increasing turnover, which for the last financial year amounted to £1,311; living accommodation with bathroom; rent £48; price all-at £650; well recommended.

(C16) MANCHESTER.—Old-established family business occupying main road position; increasing turnover, now at the rate of approximately £1,200 per annum; gross profit, £432; net profit, £330; good living accommodation; price approximately £650 all-at; leasehold property also available.

(C17) BRIGHTON.—Owing to family circumstances an old-established business in a main thoroughfare must be sold forthwith, and the first offer within the bounds of reason will be accepted; attractive well-fitted Pharmacy with living accommodation above; low rental; good lease; part of purchase money might remain, if necessary; full details upon application.

Valuations for transfer, probate, income tax, etc., promptly executed at economical rates. Agency for locums, managers, etc.

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—KENT COAST.—Old-established Business offering plenty of scope; no N.H.I. touched; returns about £1,250, audited accounts; own property; stock worth £600; same hands many years; retiring; price £900 or offer.

2.—BERKSHIRE.—Middle-class Business in residential district; returns under manager £1,100; good profits; scope for increase; corner shop with house attached; owner retiring; price £550 or offer.

3.—BOURNEMOUTH.—Old-established Business with valuable Proprietaries; returns £950, under manager; scope for increase; rent covered by sublets; net profit £272; owner retiring; price £450 or valuation; half purchase-money can remain.

4.—ESSEX (market town).—Good-class Country Retail, with Optics; returns average £1,675, excellent profits; low rent; long lease; central position; well-fitted and stocked; owner leaving trade; price £1,300, including £50 book debts.

5.—SOUTH-EAST COAST.—Light Cash Retail, with Photo, showing steady increase; returns last year £993; modern premises; good stock; price £500 or offer.

6.—MANCHESTER.—Good-class suburban Retail; main-road position; returns £1,100; gross profits £440; modern Pharmacy, with flat over; price for speedy sale £400, or near offer; less than valuation.

7.—WEST LONDON.—Light Cash Retail, with good Panel; turnover about £1,900, under manager; net profit £500; audited accounts; main-road position; price £1,150; personally recommended.

8.—LONDON (Essex suburb).—Light Cash Retail, with N.H.I. and Photo; returns over £1,800, increasing; no immediate opposition; house attached; moderate rental; fully stocked; price £950.

9.—FINSBURY PARK (near).—Very Profitable Business in prominent position; returns under manager £20 weekly; plenty of scope; price about £450; worth attention.

BUSINESSES WANTED.

We have a large number of genuine Cash Buyers seeking sound concerns showing from £300 to £800 net profit yearly, and intending vendors desirous of a quick sale, without any publicity, should communicate with us at once.

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The Recognised Chemists' Valuer and Transfer Agent
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BUSINESSES FOR DISPOSAL.

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BLACKPOOL.—Old-established Drug Stores, Herbs, etc.; lock-up; central position; Kodak Agency; average yearly turnover round £1,400; great scope for Qualified man; owner other interests; inclusive price £675; other details to genuine buyers at interview only; no agents. 124/17, Office of this Paper.

BOLTON.—Pharmacy for sale; main road; established 5 years; agreed sum or stock and valuation. 289/469, Office of this Paper.

DORSET.—Near sea; attractive modern, well-fitted Pharmacy with excellent corner premises, lock-up; established 2 years; under manager; takings, £800 approx.; good residential trade; with 12 years lease at low inclusive rent; proprietor has other business; Price, £450, including Stock and Fixtures; well worth inspection. 130/15, Office of this Paper.

ESSEX, Main Road.—Attractive Drug Store, established 3 years; next door Doctor's Surgery; no Chemist near; growing district; Photo Agencies; rent £1 weekly (including 5 rooms, which could be let 14s. weekly); average takings £15 weekly; certain opportunity for Qualified man; for *quick* sale, fixtures, stock, goodwill, £175. Apply 131/55, Office of this Paper.

LONDON.—259 Amhurst Road, N.16; Shop and Dwelling-house for many years known as the "Amhurst Pharmacy," recently vacated owing to illness of proprietor; garage and workroom in rear; price, freehold, £1,500; renovated throughout. Excellent opportunity to work up old business connection. Apply Owner, 6 Stoke Newington Road, N.16.

NEWCASTLE-UPON-TYNE.—The business of the late William Prevell for disposal; established 4 years; situate in pleasant middle-class suburb; Kodak Agency; N.H.I. For particulars apply to Bramwell, Clayton & Clayton, Solicitors and Notaries, Maritime Buildings, King Street, Newcastle-upon-Tyne, 1.

STAFFS (country town).—Drug Stores; central position, with attractive shop; returns exceed £1,000 per annum; price £750, inclusive. M. P. Ferneyhough, Incorporated Accountant, Longton, Staffs.

WILTSHIRE.—Light Middle-class Retail Business; well established; increasing turnover, last year being approximately £1,500; net profit £420; living accommodation; good, clean stock; rent only 10s. per week; long lease; price £1,000 all at or near offer; vendor purchased another business. 288/467, Office of this Paper.

CHEMIST'S Business for Sale *cheap*; excellent investment; average takings £25 per week; offers invited. Write 288/462, Office of this Paper.

DRUG STORE, CHATHAM.—Rent £40; small living accommodation; profit £3 10s. to £4 per week; a snip for young man with limited capital; capable of considerable increase under energetic man; £175 all at, or nearest offer; owner retiring. 130/19, Office of this Paper.

FOR SALE.—Small Pharmacy; nicely fitted, on growing new estate in select south-east district; no opposition; big prospects and considerable scope for optics; very low overheads; moderate price asked; good reason for disposal; particulars from "E. F.," 130/21, Office of this Paper.

FULL DISPOSAL.—£600 all at; half-disposal, £300; vendor retains half-share as private company, purchaser manages; important position, well-stocked, well-fitted, well run; everyone working full pressure, no unemployment here; profits 40-45 per cent.; vendor will stay help introduce purchaser for period if desired; full details interview. 130/22, Office of this Paper.

SMALL Deposit and £1 per week will purchase genuine Chemist Business in East London; double-fronted shop and 3 large rooms; Kodak and Ingersoll Agencies; thickly populated; has taken over £40 per week; 200-300 N.H.I. scripts per month; stamped addressed envelope for viewing. 132/32, Office of this Paper.

TO BE SOLD, purpose accomplished, small Drug Store Business; premises leasehold, has 15 years to run, leaseholder paying rates, about 15s. 3d. per week (no rent); established 5½ years; you can have lease, stock, fixtures, fittings for £98. 131/31, Office of this Paper.

VALUATION ONLY.—Part can remain; neglected branch; Light Retail, Dispensing and Photographic; rent £2 let-off 17s. 6d.; well-fitted shop and large dispensary. Chemist, 89 Southchurch Avenue, Southend.

£300.—CHEMIST'S Business; Kodak, Ucal Agencies; progressive Optical Department recently opened; must be disposed of immediately; open to investigation. 52 High Road, Chiswick, W.4.

BUSINESSES WANTED.

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

WANTED.—A sound good-class Business in North-West or South-West of England; in town not more than 45,000 population; turnover from £1,800; lock-up shop. 288/438, Office of this Paper.

PREMISES TO LET.

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

RUSTINGTON (near Littlehampton).—New Shops to Let, fast growing residential area, with or without living accommodation; corner main-road position; meeting immediate demand; excellent opening for Chemist; three left only; rents from £90 p.a., exclusive. Full details, Onslow Estates (Worthing), Ltd., 13 Liverpool Gardens, Worthing.

FINE Opening for Chemist; restricted estate; no opposition; good living accommodation; rent £85 to £95. Apply P. E. Brand, Ltd., 345 Eastern Avenue, Ilford, Essex.

MAIN POSITION, SYDENHAM.—The only terrace of new shops in the locality; 8 in all; several let; excellent opening for Chemist; immediate inspection urged. For full particulars apply Sole Managing Agents, David Ainslie & Co., Ltd., 35 Panton Street, Haymarket, S.W.1 (Whitehall 1821-2).

OPENING FOR CHEMIST.—Harlow, Essex, 21 miles London; centre growing town, 4,000; large additional shopping population, supporting 3 Doctors, but only 1 Chemist; excellent opportunity for efficient Chemist and Optician; spacious modern double-fronted shop, with large room, yard, conveniences, etc.; £65 p.a.; 21 years' lease; option at 7 and 14 years; 20 years to run; lease and fixtures £40. Enquiries Hatfield Heath Bakery, Bishop's Stortford. House at 12s. 6d. per week or purchase (if wanted).

TO LET.—Would sell, freehold, house with double-fronted shop, side entrance; good condition; Chemist urgently needed in thickly populated growing district, should be instantly successful; no opposition within radius of one mile or more; situate in Leamington Spa; rent, £65 per annum, exclusive. "W," Smith's Library, The Parade, Leamington Spa.

APARTMENTS.

BOURNEMOUTH.—Wrenwood, 11 Florence Road, Boscombe; close to pier, shops, tennis, golf, etc.; excellent cuisine; modern conveniences; terms from 2½ guineas, July, August and September; illustrated tariff upon request. 'Phone: Boscombe 1349.

THE HAMPDEN RESIDENTIAL CLUB

FOR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 Bedrooms. 12s. 6d. to 25s. per week, including bath, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

AGENCIES.

AGENTS required, commission basis, for Chemist Signs. Write full particulars of territory covered, 287/418, Office of this Paper.

DOCTOR (M.B., B.Ch., B.A.O.), on extensive trip to South America and West Indies, would act as agent for firms manufacturing Drugs, Instruments or Patent Foods. P.C.B. 219/29, Office of this Paper.

SALE BY AUCTION.

Removed from Ealing owing to Compulsory Acquisition of Premises.

5 LITTLE BRITAIN (close to G.P.O.), CITY.

B. NORMAN & SON

Will Sell by Auction, WEDNESDAY NEXT, at 12 Noon, CHEMIST'S SHOP FITTINGS, Drug Runs, Wall Showcases, Nests of Drawers, Counters, Showcases, Mirrors, Office Furniture, National Cash Registers, etc.

Catalogues on Application. Telephone: NAT. 6463.

SALE BY TENDER.

By Order of the Liquidator, H. GREEN, Esq., F.C.R.A.

IMPEX (TOILET GOODS LONDON) LIMITED,

26/28 Bartholomew Square, Old Street, E.C.1.

THE ASSETS OF THE COMPANY

For Sale by Tender,

Friday, 30th October, 1936,

in one or more Lots,

comprising

Plant, Machinery, Stock, Utensils of Trade, Office Furniture, etc., and the

Goodwill of the Business.

Forms of Tender of H. Green, Esq., F.C.R.A., 1 Kingsland High Street, E.8; Messrs. Matthew Trackman & Co., Solicitors, 71 City Road, E.C.1, or Leopold Farmer & Sons, Auctioneers, Surveyors and Valuers, 46 Gresham Street, E.C.2.

APPRENTICES.

APPRENTICE required for High-class Pharmacy. Apply (letter) first instance to "Apprentice," 147 Park Road, St. John's Wood, N.W.8.

WANTED at once for High-class North London Businesses, two Apprentices, not under 18, and those having passed Preliminary Scientific Examination preferred. Apply 129/1, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BOSTON.—Wanted, capable Unqualified Assistant with good experience, Salesmanship, Window-dressing and knowledge of Dispensing. State full particulars and salary required, Grimble & Kent, Chemists, Boston, Lincs.

BRISTOL.—Qualified Assistant; good Counterman and Window-dresser; please state experience, salary required and when disengaged; enclose photo, which will be returned. Williams, M.P.S., 348 Gloucester Road, Horfield, Bristol.

CARDIFF.—Qualified Assistant required November 2; good Window-dresser and Salesman. Enclose photo and state salary required to Robinson, 134 Whitchurch Road, Cardiff.

EAST LONDON SUBURB.—Unqualified Assistant required immediately. Particulars and salary required to P.C.B. 220/17, Office of this Paper.

EXETER.—Trustworthy Qualified Assistant, male or female; able to take charge whenever necessary. Apply with photograph (returnable) and full particulars, including age, height, experience and salary required, 132/31, Office of this Paper.

EXETER.—Wanted, young Lady Improver, accustomed to Toilet Counter and Dispensing. Apply, with photo if possible (to be returned), fullest particulars, salary required, etc., 131/24, Office of this Paper.

LONDON.—Required, Unqualified Junior; accustomed to quick Counter and Dispensing Business. State full particulars of salary, etc., in first letter, T. J. Morris, M.P.S., F.S.M.C., 20 St. James' Parade, Muswell Hill, N.10.

LONDON, N.2.—Qualified Assistant (about 30) for November 2; Good-class Dispensing and Family Business; write or 'phone full particulars, salary required. Charles W. Andrew, Ph.C., 18 High Road, East Finchley. Phone: Tudor 1559.

LONDON, S.E.1.—Unqualified Assistant (male); wages £3 per week; for working-class business; suitable vacancy for person not intending to qualify (age not over 25). State when can be disengaged, and full particulars, to 131/36, Office of this Paper.

LONDON, S.W.—Unqualified Lady Assistant (25 to 30) required for Counter; West End experience essential. Apply personally to Staff Controller, Women's Section, Harrods, Ltd., Hans Crescent, S.W.1.

LONDON, W.1.—Unqualified Junior Assistant, male, required; please give complete details of experience, along with copies of references. State age, height and wages required to 131/6, Office of this Paper.

MANCHESTER.—Young Qualified required; working class; quick N.H.I. and Counter; Window-dressing; permanency. Full particulars, salary, etc., to Tomlinsons (Manchester) Ltd., 21 and 23 Embden Street, C.-on-M., Manchester, 15.

SOUTH WALES.—Young Qualified Assistant required; preference given to one with knowledge of Optics. Apply, stating salary required, with full particulars and photograph, to Melville Thomas, The Square, Neath.

A GOOD Qualified Junior for October 26; must be good Salesman, Dispenser and used to Window-dressing; permanency; State wage, experience, etc., in first letter, to Chemist, 9 Thurlestone Road, West Norwood, S.E.27.

A QUALIFIED Lady or Gentleman required, November 2, for Teddington; able to take charge; young and keen; reasonable hours; salary according to experience; permanency. Write or call Sunday, "Chemist," No. 7, 98 Sinclair Road, W.14.

ASSISTANT (about 25) wanted at once for good-class Light Retail, Dispensing and Photographic Business. Full particulars of age, height, references, with photo (returnable) to W. Hill, Chemist, Westgate-on-Sea, Thanet.

BODY'S PHARMACIES have vacancy at one of their principal branches for Manager possessing Pharmaceutical and Optical qualifications; keen business man and experienced Refractionist (J.C.Q.O.). State full particulars first letter, age, height, experience, whether single or married, when disengaged, salary existing and required, and enclose recent photo to Mr. S. F. Body, 165 High Street, Southend-on-Sea.

COMPETENT Lady Assistant required; reliable Dispenser and good at Counter and Window-dressing; able to keep accounts; if otherwise competent, qualification unnecessary. Replies to 132/17, Office of this Paper.

DOCTOR (Cheshire town) requires Dispenser and Book-keeper immediately; must be Qualified and experienced. Apply, with full particulars, to 131/14, Office of this Paper.

IMMEDIATELY.—Competent Unqualified Junior (male) wanted for good-class Family Business; good Dispenser essential. Write, giving *full* particulars in first letter (give 'phone number if available), to Dobson, Chemist, 321 Ballards Lane, North Finchley, London, N.12.

JUNIOR Assistant required at once for good-class Family and Dispensing business; Dispensing experience essential. Apply, giving full particulars of age, experience, salary required, etc., to J. J. Pickering, Wood's Pharmacy, Windsor.

JUNIOR Assistant (youth 18-20 preferred), Unqualified; evening leave to attend classes allowed. Apply Wavell & Co., 328 Vauxhall Bridge Road, S.W.1.

LADY Assistant for Toilet Counter in West End Chemists (age about 30); good appearance and address; experienced in modern Perfumery and Fancy Goods; tasteful Window-dresser; knowledge of Pharmacy unnecessary; foreign languages an advantage. Write Dept. H., 70 Vauxhall Bridge Road, London, S.W.1.

LADY Assistant required for Counter; state wages; permanency. Herbert's Drug Stores Ltd., 24 Tachbrook Street, S.W.1.

LADY ASSISTANT required for Epsom branch; knowledge of dispensing not essential; please give full particulars of age, experience, salary required; state if disengaged, and enclose photograph; applications not answered in three days respectfully declined. Grinstead, Chemist, Maidenhead.

LADY Assistant required, M.P.S. Apply personally, or write, Douglas, 56 Theobalds Road, London, W.C.1.

LADY Assistant wanted at once for Dispensing; accuracy and neatness essential; state age, experience and salary required. J. M. Hughes, Ltd., Chemists, High Wycombe.

LADY Qualified Chemist. Usual particulars to 132/28, Office of this Paper.

LADY required for Pharmacy in good-class neighbourhood in London, Dispensing and Counter; hours approximately 12.15 p.m. to 8 p.m., two hours off for lunch and tea, five-day week. State age, recent experience and salary to 131/54, Office of this Paper.

MIDDLE-AGED or elderly Qualified Chemist wanted for N.H.I. work; very light duties; moderate salary. Apply Langer, Ltd., 321 Bethnal Green Road, London, E.2.

M.P.S. WANTED; lady or gent.; elderly gent might do; for limited company; easy hours; S.W. London; must be conscientious, thoroughly trustworthy and good Sales person; state experience, age and salary. 132/5, Office of this Paper.

M.P.S. (35 or over) (unmarried) for succession (illness), March or Christmas; Birmingham district; experienced; Optical an advantage; Prescriber; long-established Pharmacy, no etc.'s.; returns £1,700, gross profits about £600; rent £100, £52 let off; rates £48; references. 125/7, Office of this Paper.

NATIONAL TEMPERANCE HOSPITAL, Hampstead Road, N.W.1 —Wanted immediately, a Young Man to assist in the Dispensary; one who has passed Part 1; Hospital experience preferred; hours 9-6. Apply, stating age, experience and salary required, with copies of testimonials, to the Secretary.

PHARMACY.—Unqualified Male Assistant; good all-round experience Dispensing, etc. Apply in writing, stating age and experience to the Staff Manager, Royal Arsenal Co-operative Society Limited, 148 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy." NOTE.—Canvassing of members of the General Committee or officials will disqualify.

QUALIFIED Assistant required (age 25 to 35); keen, enthusiastic man required, one with photographic knowledge preferred. Call, or write, with full particulars, Durbins, Chemists, 12 The Broadway, Wimbledon, S.W.19.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

QUALIFIED Assistant required, lady or gentleman, South London; capable Dispenser and Counter; moderate salary, comfortable situation. Full particulars, age, wage required, to 131/34, Office of this Paper.

QUALIFIED Assistant wanted immediately; must be good Window-dresser and Counterman. Haywards (Birmingham) Ltd., 90 Aston Road North, Birmingham, 6.

QUALIFIED (about 30) for branch; must be experienced; permanency for right man. State full particulars salary, etc., in first letter to Patterson, Chemist, Claygate.

QUALIFIED Chemist required for South Wales town; good experience for young man. Please give references and salary required, 288/464, Office of this Paper.

QUALIFIED Junior required for two or three weeks. Apply, stating usual particulars. Also Unqualified Junior for permanency. Blaker, Chemist, Electra House, Haslemere, Surrey.

QUALIFIED Lady, for good-class business; must be good Dispenser and experienced in shop routine and counter. Please apply to Maurice Jones, M.P.S., 9 The Broadway, Wembley Park, Middlesex. Applications not answered within three days respectfully declined.

QUALIFIED Male Assistant (25-35) required for good-class business in S.W. London. 'Phone Wimbledon 1357, or write, giving full particulars, to 131/52, Office of this Paper.

REQUIRED immediately for about 3 months, Junior or Improver (male) for country business; no Sunday or half-day duty; salary 45s. weekly. Full details to 131/47, Office of this Paper.

SMART Unqualified Assistant required immediately; good Window-dresser and Counterman. Full particulars, salary, etc., to Reynolds, 85 Wood Street, E.17. Applications not answered in five days respectfully declined; no stamped envelopes, please.

SMART young Unqualified Assistant required; must have knowledge of making attractive Window Displays; good appearance and courteous at counter. Apply, enclosing references and photograph and wages expected, Gordon Morum, Arcade, Guernsey.

UNQUALIFIED Assistant, either sex (about 22), for progressive permanency in S.E. London; interview essential. State age, experience and salary required to 131/42, Office of this Paper.

UNQUALIFIED Assistant, Male, required; must be thoroughly experienced in all branches of Pharmacy; capable Dispenser essential. Apply Manager, Holman, Ham & Co., Ltd., Orchard Gardens, Teignmouth, Devon.

UNQUALIFIED Assistant required for country town near Southampton; must be tall and of good address. State lowest terms and when free. 130/10, Office of this Paper.

UNQUALIFIED Assistant required for N.H.I. Dispensing and Counter work; references must bear strict investigation. Reply, stating age, height, experience and salary required, to E. Y. Stuckey, Regent Square, Northampton.

UNQUALIFIED Assistants required (preferably under 30 years); good Dispensing, Counter and Display experience; progressive posts to suitable applicants; vacancies in London and South of England. Apply, giving full particulars, to Retail Staff Superintendent, Timothy Whites & Taylors, Ltd., 70 Vauxhall Bridge Road, S.W.1.

UNQUALIFIED Junior required immediately; please state full particulars as to age, experience, salary required, etc., in first letter. Edwards & Adams, Midsomer Norton, Bath.

WANTED FOR WEST COUNTRY.—Qualified Dispenser-Optician for N.H.I. Approved Institution. Reply, stating salary required and when disengaged, enclosing copies of two recent testimonials, to 127/2, Office of this Paper.

WANTED immediately, Lady, Unqualified, with Dispensing and Retail experience, good Counterwoman and Window-dresser, for new branch. Write, stating full details of experience, age, and salary required, to Lankester & Crook, Ltd., Obelisk Road, Woolston, Southampton.

WANTED.—Lady Assistant (not under 30), good Dispenser, Window-dresser and Counter hand, for good-class Family business; Bromley, Kent. Apply with copy of references, salary required, etc., to 130/5, Office of this Paper.

WANTED.—M.P.S., F.S.M.C., J.C.Q.O. (not over 30) required for progressive post; seaside, Cornwall; in first letter state experience, salary required, give references and enclose photograph. 289/472, Office of this Paper.

WANTED.—Qualified Chemist, young, with Optical qualification preferred; for Lancashire town. Apply, stating age, salary, etc., to 288/461, Office of this Paper.

WANTED, Qualified Pharmacist with Optical experience; must be young and energetic and have first-class references and with managerial experience; good salary and commission. Apply, by letter only, J. W. Rogers (Chemists), Ltd., 15 Friar Street, Reading.

WANTED.—Smart young Qualified Assistant (male); must be efficient in all branches and a courteous Salesman; references must bear strict investigation. State salary required and full particulars to Secretary, "L. & D." Co-operative Society, Ltd., 51 Church Street, Lancaster. Envelope to be endorsed "Chemist Assistant."

WANTED, Unqualified Assistant, young, for good-class Retail and Dispensing business. Apply, stating age, experience and salary required, 131/13, Office of this Paper.

WANTED.—Unqualified Male Assistant; experienced N.H.I. and busy Counter; salary 50s.; fullest particulars by letter only; applicants not answered in 7 days respectfully declined. "Chemist," 324 Brixton Road, S.W.9.

YOUNG Girl Improver required; one with some knowledge of Toilet lines preferred. Full particulars, including experience, testimonials, age, salary expected and recent photo, Jarrold & Sons, Ltd., London Street, Norwich.

YOUNG Qualified Assistant for high-class Dispensing business. Apply, stating age, height, salary and experience, enclosing photograph, to Giles, Schacht & Co., Clifton, Bristol, 8.

WHOLESALE.

A POSITION is vacant with Wholesale Druggists, London, for Young Man with some knowledge of the trade to learn Wholesale Side; prospects of capital with a view to acquiring the business in the future would be essential; small salary to commence. 289/471, Office of this Paper.

FOUR Representatives of outstanding sales ability required for CORNWALL, DEVON, DORSET—NORTH WALES—CUMBERLAND, NORTHUMBERLAND, DURHAM — NORTHERN IRELAND; exceptionally sound commission basis; only those with long-standing connexion among Chemists and Druggists need apply, for selling universally advertised products having huge and constant demand; car owners preferred, no objection to those carrying non-competitive lines. Write, stating full particulars, including territory at present covered, 288/459, Office of this Paper.

REPRESENTATIVES with good connexions amongst Chemists and Stores carrying other lines required to handle Old-established Cough Remedy on liberal commission basis. Particulars, with ground covered, to 288/468, Office of this Paper.

REQUIRED for Research Department of large manufacturing firm, a fully-qualified Chemist (F.I.C. in food and drugs, and pharmacist preferred) with experience of research, manufacturing and marketing high-class pharmaceutical preparations. Reply, stating full particulars and salary required, 288/463, Office of this Paper.

SALES Pricing Clerk required for Manchester firm of Wholesale Chemists; must be experienced in pricing Chemists' Proprietary goods; quickness and accuracy essential; knowledge of Typing and Burrough's Adding Machine an advantage; state age, experience and salary required. Reply 289/470, Office of this Paper.

WANTED by an old-established Manufacturing house, Traveller, on a commission basis, to sell English and French Lavender Oil, Camomile and Peppermint Oils, Chlorophyll, Gingerin and Capsicin, to the Soap, Perfumery and Confectionery trades; only those who have a connexion need apply; the carrying of other non-competitive lines not objected to. Apply 288/460, Office of this Paper.

WHOLE-TIME Representative with connexion amongst Hairdressers and Stores in Sussex and Hampshire required by well-established Toilet House; salary, commission and expenses offered, but own car essential. Send particulars, references and details of experience to 130/25, Office of this Paper.

YOUNG Woman Assistant wanted for Proprietary Medicines Stock Room in City Wholesale House. 288/465, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

BRITISH GUIANA.—Chemist Assistant (22-26) required; qualification not essential, but applicant must be able to take examination in Colony. Write, giving age, full experience and salary expected, to "Carib," c/o Abbotts, Ltd., 32 Eastcheap, London, E.C.3.

FOR CEYLON.—Qualified Assistant (about 25) for Drug Department in large store in Ceylon; must be thoroughly conversant with all branches of Pharmacy and Photography; good Salesman and Window-dresser; 4 years' agreement and prospects for suitable man. Write in first instance, giving particulars as to age, present and past experience, to "Ceylon," Box ZT930, c/o Deacons, 5 St. Mary Axe, E.C.3.

WANTED.—Travelling Representative for Straits, Malaya and Siam, for prominent firm of Manufacturing Chemists selling general Pharmaceutical Products and Pharmaceutical Specialities. Reply to BM/GLRK, London, W.C.1.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.—M.P.S., F.S.M.C. (J.C.Q.O.) (25), single, requires permanency; accurate Refractionist; at present managing; please state remuneration. James, c/o 183 Wilmington Gardens, Barking, Essex.

A CAPABLE experienced Chemist (55); 10 years Stores management, West End; part-time. 66 St. Ann's Hill, S.W.18.

A CAPABLE Qualified Manager (or Assistant), excellent references and experience, desires position of responsibility and trust; present position 5½ years; disengaged shortly owing to business changes. G. Gleave, 11 Leigh Gardens, Andover.

A COMPETENT Dispenser, accustomed to high-class business, desires permanency in London area; disengaged October 17; thorough knowledge of Pharmacy; tall; interview. "T. H.," 40 Woodfield Drive, Gidea Park, Essex.

A QUALIFIED Assistant or Manager (30), thoroughly experienced, desires post, temporary or permanent; West of England preferred; disengaged. F. G. Tolman, "Cranmere," Taunton Road, North Petherton, Bridgwater, Somerset.

ASSISTANT; experienced Dispenser, Counterman, Photographic; single; active; elderly; Unqualified; good references. Statim, 98 Lockwood Road, Lockwood, Huddersfield.

ASSISTANT; good all-round Dispensing, Counter, Photography, etc.; 16 years last reference; Unqualified; permanency preferred. Stevens, 46 Maybury Gardens, Willesden Green, N.W.10.

ASSISTANT, Unqualified; part-time locum or permanency; Dispensing, Counter, Photographics; disengaged. Write C. G., 2A Yalding Road, Bermondsey, S.E.16.

ASSISTANT; West-End experience; disengaged October 17; Counter and Dispensing; good reference; locum or permanency; London only. Write to M. G. Birch, 4 Melrose Gardens, Hammersmith, W.6.

ASSISTANT (27), Unqualified; all-round experience Dispensing, Counter, Window-dressing; London preferred. "Advertiser," 44 Turneville Road, W.14.

ASSISTANT (29), Unqualified; 14 years' experience Dispensing, Counter, Photographics, etc.; good references. "E. A. P.," 38 Portland Road, Hove.

CAPABLE young Man (25) requires position as Relief Assistant for Saturdays and Sundays, Counter, N.H.I. Dispensing, etc.; moderate salary. D. B., 44 St. George's Road, E.7.

CARDIFF or District.—Young, enthusiastic, Qualified Chemist, with London experience, desires responsible position in South Wales; agreeable personality. 131/46, Office of this Paper.

CHEMIST-OPTICIAN, M.P.S., F.S.M.C. (J.C.Q.O. Reg.) (24), 4 years' West-End experience, seeks position in or near London; start immediately. P.C.B. 220/8, Office of this Paper.

COMPETENT Pharmacist requires re-engagement; experienced all branches; reliable; well recommended; good Salesman. "Lounds," 44 Clovelly Road, Ealing, W.5.

DISPENSER (27), lady, 9 years' intensive Pharmaceutical experience, thoroughly competent Dispenser, persuasive Saleswoman, desires post, Chemist or Doctor. 130/16, Office of this Paper.

EVENINGS or late duties required by reliable M.P.S. (30); thoroughly experienced; references. "Chemist," 1 Shirehall Lane, Hendon, N.W.4.

EXPERIENCED Qualified Manager, used to Control, Buying, etc., seeks position of Senior nature. "Pharmacist," 132/23, Office of this Paper.

EXPERIENCED Assistant (45), tall, Unregistered, desires berth where genuine capabilities will be appreciated; conscientious and trustworthy; permanency or locum entertained; disengaged. Haigh, 25 Hetley Road, Shepherd's Bush, W.12.

EXPERIENCED Qualified Locum; ex-proprietor; winter engagement wanted; free October 26; England or Scotland. James Lees, Beechwood, New Cumnock, Ayrshire.

EXPERIENCED Woman Assistant; Counter, Dispensing, Windows; London or Surrey. Miss "S.," c/o Foster, Chemist, Chipstead Valley Road, Coulsdon, Surrey.

JUNIOR or Improver (age 20); 4½ years' experience; fluent German; recommended; free now. Winkelman, 27 Grove Park Road, Tottenham, N.15.

LADY Dispenser (Hall) seeks post; London or Essex preferred. Miss D. Lawrence, "Wican-Croft," Hawkwell Chase, Hockley, Essex.

LADY, Qualified, requires 4 days' work a week or locum; good general experience. Pharmacist, 220 Portsdown Road, W.9.

LOCUM, Qualified, experienced; registered N.P.U.; disengaged October 19; any distance. 'Phone: Burgh Heath 1630. Wood, 33 Union Road, Croydon.

LOCUM (26), Qualified; high-class London Pharmacy; October 30-November 14, also November 30 onwards; wide experience; reliable. Mackey, 40 Sinclair Road, London, W.14.

MANAGER or locum; Qualified Chemist and Optician; preferably Midlands; would consider managing country business with view to succession. 132/3, Office of this Paper.

MANAGER, Supervisor, fully Qualified; lengthy experience all branches; active; reliable; London or Suburbs; state salary, hours, etc. 131/51, Office of this Paper.

MANAGER (36), married; good all-round experience; free at short notice; Middlesex or London. 131/30, Office of this Paper.

MANAGER (28; 5 ft. 10 in.), Qualified, married, desires sound permanency; excellent experience, including Salesmanship, Buying, Staff Control. "Chemist," 4 High Street, Southgate, N.14.

MIDDLE-AGED Unregistered, late business owner, finished relief, thoroughly experienced Wholesale, Retail, locum or permanency, required; London or 30 miles radius; moderate salary. Locke, 71 Cromwell Road, Wimbledon, S.W.

MODERATE Salary.—Lady, Qualified, "Square"; small income; accept same for winter; good references; experienced Counter, N.H.I. "E. H.," 22 Leigh Park Road, Leigh-on-Sea, Essex.

M.P.S., MARRIED (30), no family, desires position as Manager or Senior Assistant; high-class London and Provincial experience; excellent references. 131/15, Office of this Paper.

M.P.S. (52), active, single, abstainer, good all-round recent experience, desires permanency; £3 10s. per week. P.C.B. 220/7, Office of this Paper.

M.P.S. (31), married, desires permanency where excellent London and Provincial experience can be utilised for business building; disengaged; London district. "Chemist," 121 Northfield Avenue, W.13. Ealing 2608.

M.P.S. (26), tall, desires change; excellent experience in all branches; energetic; reliable; West or South London preferred. 131/1, Office of this Paper.

PART-TIME, London (S.W. preferred); evenings; Unqualified (23); all-round experience; October 26. Beavan, 120 Middle Street, Deal.

PART-TIME, Unqualified (age 65), as Counter, Window and Display; tall; well preserved; London or suburb. D., 84 Stamford Road, East Ham, E.6.

PHARMACIST requires Managerial or Senior Assistant's position; Qualified (age 30); married; used to staff control, Window Display, high-class Dispensing and Photography; London or Suburbs preferred. 131/38, Office of this Paper.

QUALIFIED, as Manager or Assistant (age 28); general all-round experience; willing and adaptable; satisfactory references; wages £5 per week. Apply 131/360, Office of this Paper.

QUALIFIED Assistant (22) desires change; London district or South; excellent references; high-class Dispensing, Photo and Toilet experience; good appearance and address. Payne, The Grove, Hipperholme, Halifax.

QUALIFIED Chemist and Optician (27) requires permanency as Manager; previous managerial experience; excellent references; Yorkshire preferred, but not essential; please state salary. 160 Roundhay Road, Leeds, 8.

QUALIFIED Chemist, Optician, Chiropodist; splendid references; locum or permanency; available immediately; terms moderate. Chemist, 6 Duke Street, Buxton.

QUALIFIED Manager or Assistant (30); married; thoroughly experienced; excellent references; Midlands preferred; selling ability. 132/6, Office of this Paper.

QUALIFIED Manager (26), with thorough experience of high-class Pharmacy, desires responsible, progressive position in Birmingham or Midland area; such a position would be regarded as permanent; highest credentials; interview essential. "Pharmacist," 21A Sycamore Road, Bournville, Birmingham.

QUALIFIED, "Square-trained" (28), desires position as Manager or Senior in good-class Pharmacy where business acumen and ability required; keen, forceful Salesman and stylish Window-dresser; excellent experience, including Continental and Medical Dispenser; free in one month. 124/13, Office of this Paper.

QUALIFIED (24) seeks post as Manager or Assistant; capable, reliable and conscientious; good references; experienced all branches. Cyril Joseph, 2 Ladbroke Crescent, Ladbroke Grove, W.11.

QUALIFIED (40) seeks post offering good prospects, Midlands; enthusiastic worker; capable. Furness, 112 New Road, Great Bridge, Staffs.

RECENTLY Qualified (25), desires progressive permanency as Assistant or Branch Manager; height 6 ft.; good appearance; capable and obliging; reliable Salesman and Dispenser; comprehensive; Photographics and Display; free now; South or Midlands. 132/16, Office of this Paper.

SCOTTISH M.P.S. desires permanency or locum; quick Dispenser, keen Salesman, good Window-dresser; accustomed to full charge; knowledge Veterinary Products. Chemist, 46 Melville Road, Coventry.

SOUTHEND District preferred, or London area considered.—Post as Manager by competent Qualified Man (30); present post 3½ years; really experienced in all branches; would like change; free one month. 132/24, Office of this Paper.

UNQUALIFIED Assistant (Part I) requires situation. 130/11, Office of this Paper.

UNQUALIFIED Assistant, West End and City, good Counter, Dispensing and all-round experience, desires situation. P.C.B. 220/9, Office of this Paper.

UNQUALIFIED, Square-trained, Lady Assistant requires post, preferably in S.W. London; well trained; good references (age 22 years). Apply M. H., 24 Thrale Road, Streatham, S.W.16.

UNQUALIFIED (27), tall, capable, all-round man, seeks permanent post; good references; disengaged. 131/37, Office of this Paper.

UNQUALIFIED (25), with high-class training, including Dispensing, Counter work, Window-dressing and Photography, desires situation immediately. Roberts, Dan-y-graig, Combe Martin.

WHOLESALE.

A CAPABLE Energetic Young Man (29), smart appearance, good address, wide experience all branches Retail, desires situation with Wholesale House; very keen; hard worker; willing to commence low salary until ability proved; full details by interview. 130/3, Office of this Paper.

AN Experienced Representative, with extensive live London connexion Stores, Chemists, Wholesale, Retail, splendid sales record, wishes to join known firm; undeniable references; car; salary, etc. 131/41, Office of this Paper.

ANY House requiring an Executive with extensive knowledge of the Proprietary Market, Sales Organisation, Market Research, etc., should write to 129/7, Office of this Paper.

CLERK, single, good knowledge of Patents, Sundries, etc., seeks situation; good references; moderate wage. H. Miller, 38 Burgoyne Road, Harringay, N.4.

EXPERIENCED Tablet Maker; 20 years in charge; own formula if necessary; Sugar and Chocolate Coating, etc. F. W. Betts, 39 Chaucer Road, Walthamstow, E.17.

LADY (Qualified) wishes post of responsibility in Laboratory; good London experience. 288/466, Office of this Paper.

MANAGER-BUYER, valuable experience in Drugs, Chemicals, Proprietary articles, etc., will be at liberty shortly and desires similar appointment in London or Provinces. 129/9, Office of this Paper.

PROFESSIONAL AND/OR TRADE PROPAGANDA, SALES.—Responsible, healthy Representative; long and profitable experience; own car; in excellent standing with all past employers and clientele; Doctors, Chemists, Licensed, Wholesale/Retail Traders; every investigation courted. "Stability," General Gordon Hotel, Weymouth.

SITUATION required; 8 years' experience Tablets, Granulating; age 22. E. Smith, 13 Sherborne Street, Downham Road, N.1.

TEN YEARS' first-class Pharmaceutical experience in North, South and London, Unqualified (25), desires appointment as Representative. 131/32, Office of this Paper.

YOUNG M.P.S. would like to represent established house in Wales or West of England. W. Gibby, 14 Kincraig Street, Cardiff.

YOUNG Unqualified gentleman, with 6 years' excellent experience in Retail, desires position with firm of repute, with view to representation; car driver; hard worker. 131/21, Office of this Paper.

FOR SALE.

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

(Articles to the value of £5-£50.)

NATIONAL Cash Register; prints sales on tape; adds all cash; must sell. Write P. Howe, 94 Ridge Road, Hornsey, N.8.

TWO handsome pear-shape Carboys, with cut-glass stoppers, height 38 in., on mahogany stands (photo sent); Chemical Balance under glass cover (photo); cash offer for quick sale. Harriman, 138 Brownlow Hill, Liverpool.

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CHEMISTS.—For Shop Fronts and Interior Fittings send to GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, E.C.1. Estimates and rough sketches free. 'Phone: CLERK. 5371.

LARGE quantity of second-hand and shop-soiled Fittings removed from Pharmacies recently refitted, for Sale at bargain prices. Send requirements or dimensions of pharmacy to PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerk. 4111/2. "Pharmacy Fitters for over a Century."

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FOR SALE.—Edge Runner Mill with cast iron Pan and two Runners 30 in. x 8 in. wide, also 3 ft. and 3 ft. 6 in. Portable Stone Mills, with stones complete. 288/455, Office of this Paper.

FOR SALE.—Two heavy-type Werner Mixers, Water Jacketed, size of Pans 3 ft. x 2 ft. 9 in. x 2ft. 6 in., also smaller capacity machine. 288/456, Office of this Paper.

FOR SALE.—Vertical Grinding Mill with 12-in. Stones, also similar with 30-in. Stones. 288/454, Office of this Paper.

WANTED.—Scales, Weighing Machines, Cash Registers, Tablet-Counting Machine and all Pharmacy Requisites for new branches. Walworth Pharmacy Ltd., 283 Walworth Road, S.E.

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting. Signs and Modern Interior Fittings. Apply for Lists, D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

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